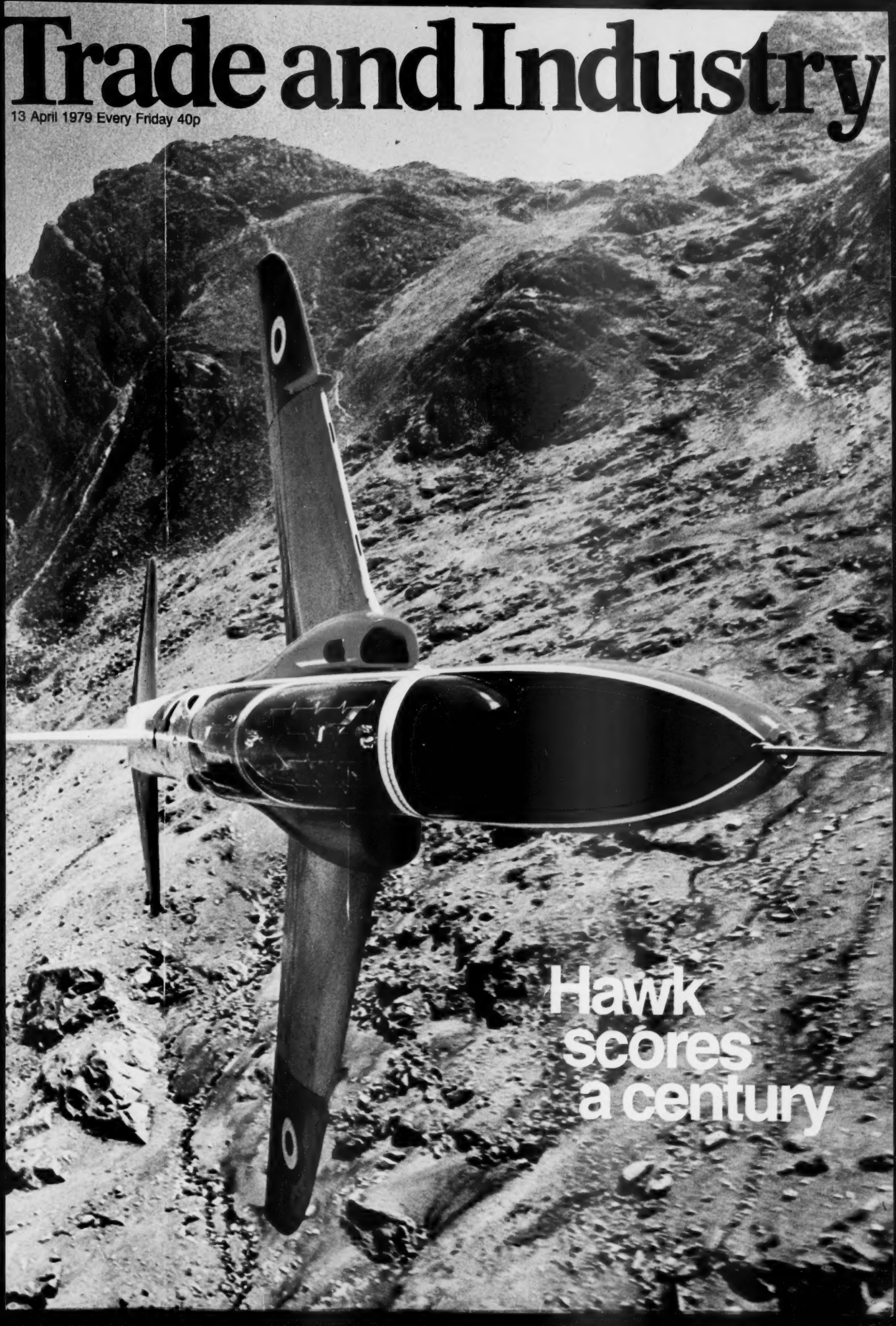
Trade and Industry

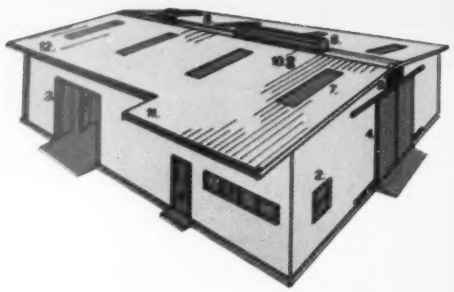
13 April 1979 Every Friday 40p



Hawk scores a century

PRE-ENGINEERED BUILDINGS BY

ALLERTON



Standard Allerton Accessories

1. Horizontal Slide Windows
2. Single Hung Windows
3. Overhead Door Frames
4. Slide Doors
5. Swing Doors
6. Interior Doors
7. Skylights
8. Monovents and Circular Vents
9. Louvres
10. Roof Jacks
11. Canopies and Roof Extensions
12. Allerton Trim and Gutter
13. Free-Standing Canopies

Today, two of the most important factors in commercial building are cost and speed of construction. Whether it be a warehouse, factory, offices, sports complex, hangar, or even a complete airport building, the unique Allerton pre-engineered building system is quicker and far more economical than conventional building methods.

- **Buildings from 5,000 - 500,000 sq. ft.**
- **Clear span buildings from 20 ft. - 150 ft.**
- **Modular span with simple roof line up to 360 ft. span.**
- **Standard bay centres 16 ft., 20 ft. and 25 ft. (eave heights up to 32 ft.)**
- **Non-standard buildings can also be supplied.**

Personalised design features and variations are easily incorporated in the design. Every building is manufactured and erected with the possibility of fast and economic expansion in mind.

For further information please complete the coupon below.

Please send me further information on Allerton pre-engineered buildings.

NAME _____ TELEPHONE _____

ADDRESS _____ TELEX _____

_____ TI

ALLERTON INDUSTRIES LTD. DARLINGTON ROAD, NORTHALLERTON, NORTH YORKSHIRE, ENGLAND.
Telephone: Northallerton 4471 Telex: 58102

Allerton buildings are supplied through specially appointed building companies. If you feel that you have the 'know how' to handle our range of quality industrial buildings, we'd like to hear from you!

Trade and Industry

13 April 1979

News from the Departments of Industry·Trade·Prices & Consumer Protection

British Aerospace has handed over its hundredth Hawk advanced trainer for the RAF (see page 52). Latest aerospace cost indices are given in the statistics section (see page (87).

Trade and Industry

Incorporating the Board of Trade Journal
Volume 35 no. 2

Pages 49 to 96. 13 April 1979.

Price 40p. Every Friday.
Annual subscription including postage £30.60.
Overseas airmail rate £42.40.

Editorial
Eighth floor, 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DTIHQ G LONDON
Editorial inquiries 01-215 5730
01-215 3018
01-215 5786

Managing editor	Alan Williams	
Editor	Gillian Samuel	
News and features	Maurèen Miller Marianne Semadeni Alex Mayne-Reid	
Special features	Ann Edge	
Technology	Peter Curtis	
Art and production	Bob Priestly Geoff Heaford John Rowles	
Business manager	Raymond Wilson	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control		01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478
Telex 299043 answer back ADDEPT G

Advertisement director	Dudley Masters	
Advertisement executive	Chris Atkin	

Subscriptions: HMSO, PO Box 569, London SE1
01-928 6977 ext. 472

© Crown Copyright 1979. Not to be reproduced or transmitted in any form, including photocopying, recording or use on any information storage and retrieval system, without the specific written permission of the Editor.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC Member of the Audit Bureau of Circulations
ISSN 0006-5323

Home news

Assistance of £85 million proposed for British shipbuilders to help retain market share 51
Japanese delegates try out Ceefax 51
Aircraft and shipbuilding industries compensation 52
British Aerospace delivers hundredth Hawk to RAF 52
Environmental objection to new helicopter routes 52
Tube takes fifth of Heathrow passengers 54
Increased grants for regional development organisations 54
Measures to prevent tanker accidents 54
Coking coal imports to be controlled 54
Bank rate cut 55
Industry Act interest rates 55
Petrol licences arbitration scheme approved 55
Price Commission to investigate more petrol prices . . . 55
. . . and agrees to Esso interim increases 55
Telecoms financial target set at 5 per cent 55
Restrictions on supply of chloroform 57
Government sales 57
Energy saving in building materials industries 58
Comparative fuel costs booklet 58
Court orders against mail order traders 58
BL opens training centre 58

Parliament 59

New publications 62

Technology news

Computer research and training programme proposed 64
Air flotation disposes of abbatoir effluent 64
US process software available in UK 64
British fluidised bed technology in US energy storage study 65

New products 65

European community news

Foreign ministers agree on Greek accession 67
Devaluation of green currencies adopted in principle 67
No exchange control between UK and Irish Republic 67
Kraft-liner amendments 68
Alleged dumping of Spanish iron and steel products 68
EEC-your questions answered 68
Customs and Excise proposes changes to export and community transit procedures 69
New legislation 72
Coal and steel workers given house grants 72

Overseas trade news

Go-ahead given for MTN initialling 73
BOTB chairman visits Plymouth 73
Top-level mission will promote trade with Korea 73
Over 1800 fairs British firms to exhibit at fairs during April to June 73
BOTB conference postponed 73
Crown agents bill receives royal assent 74
Don't zoom off to Zambia 74
Chamber organises conference on Iran . . . 74
. . . and mission to Saudi Arabia 74
Loan for USSR bank backed by ECGD 76
Notices to importers
1736: Proof of origin for household items 76
Exchange rates 76
Good trade prospects now in Czechoslovakia 77

Exhibitions

Eight British joint ventures at Fankfurt 78
Britain rides crest of success at Equitana 78
Conventions: Berlin builds for bigger slice 79
UK reaps success at Paris farm week 80
Scotland Yard backs up UK showing in Cleveland 80
New British products at United States' gas turbine show 81
Information office at Hanover fair 81

Export services 82

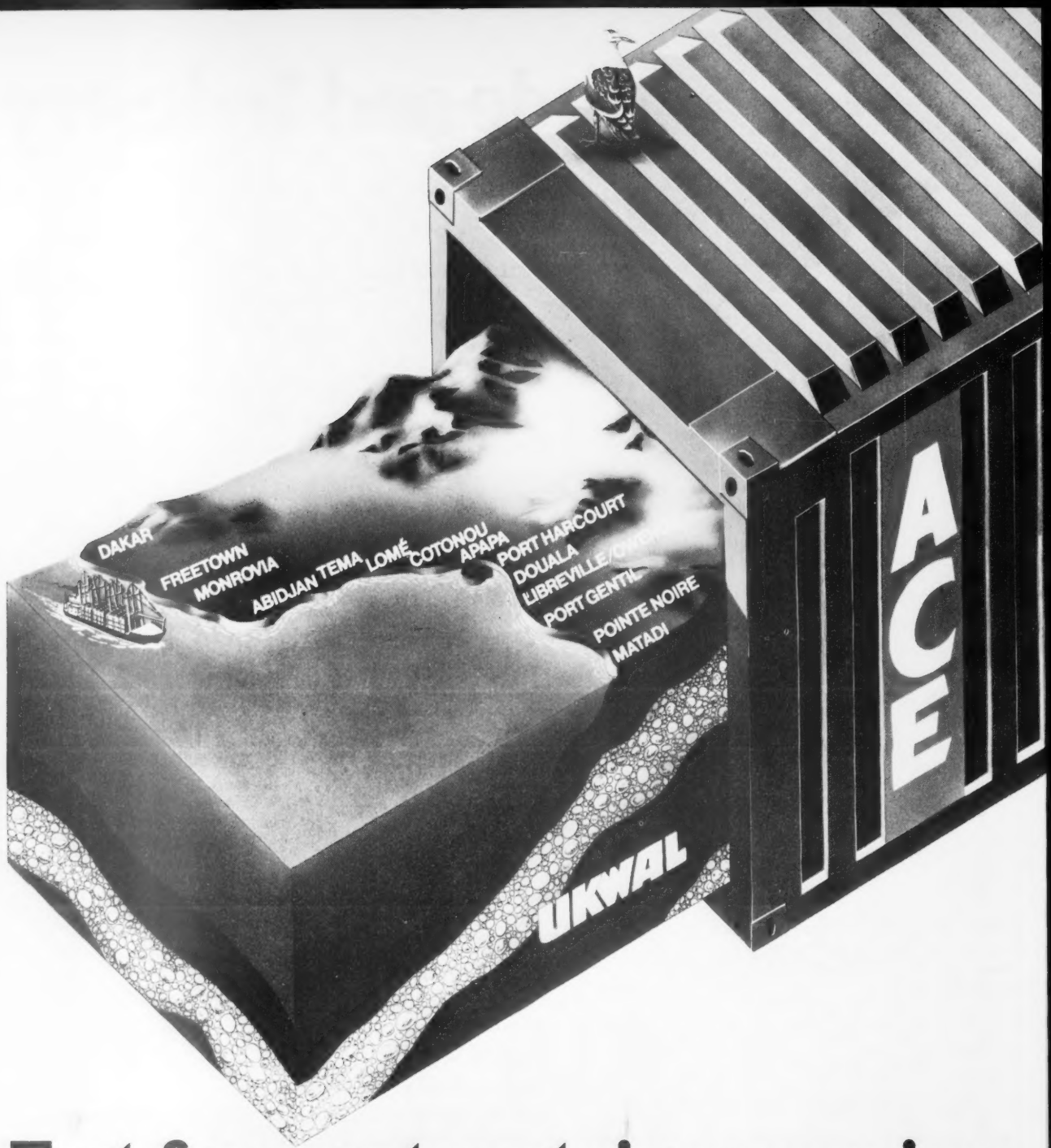
Country data

Australia 83, Ethiopia 83, Netherlands 83, Nigeria 83, South Africa 85, United States 85, Zaire 85

Statistics

The economy: selected indicators 86
Cost indices for the aerospace and radio etc. industries 87
Wholesale price indices in March 87
Reserves rise in March 87
Retail sales in February 88
Hire purchase and other instalment credit business in February 89
Wool textile industry: output in December 90
Patents recorded 'licences of right' 90
Wholesale textile houses: sales and stocks in January 93
Particulars of dealers in securities and of unit trusts 93
Register of restrictive trading agreements 94
British Film Fund Agency returns 95
Registration of British community and foreign films 95
Index to statistics 95

Readers' reply service 96



Fast, frequent container services to all West African ports.

Just phone ACE on 051-236 8141.

UKWAL & ACE

UK/West Africa Lines Joint Service.

Elder Dempster Lines, Palm Line, The Guinea Gulf Line, Black Star Line, The Nigerian National Shipping Line, Höegh Lines, Compagnie Maritime Zairoise.

Total service from UKWAL & ACE

Home news

Assistance of £85m proposed for British Shipbuilders to help retain market share

To support British Shipbuilders' objective of retaining its share of the world market, the government is proposing that internvention fund assistance of £85 million should be made available for the coming year. The proposals will need to be put to the European commission.

Gerald Kaufman, industry minister in a written answer in parliament on 1 April, gave details of the government's response to British Shipbuilders' corporate plan.

Shipbuilding worldwide was facing a recession unparalleled since the thirties, Mr Kaufman explained. Without continued substantial government assistance, Britain's merchant shipbuilding industry would not survive and there would be very severe additional unemployment in localities where the level of unemployment was already too high. Assistance from the intervention fund so far had provided some 30 000 man years of work in the yards and at least an equal amount among the suppliers.

As required by the Aircraft and Shipbuilding Industries Act 1977, British Shipbuilders had submitted its corporate plan to the government. Its preferred strategy was to retain its historic share of the market at around 3¼ per cent.

The government accepted the corporation's strategy of aiming to retain its existing share of the commercial market. The market was however, too uncertain to make any realistic forecast of the employment consequences, Mr Kaufman pointed out. The government had always recognised that given the severity of the recession some contraction was inevitable, but aimed to save as many jobs as possible. The government therefore proposed that the progress of the industry in relation to market developments should be considered on a step-by-step basis.

The government would bring forward, Mr Kaufman said, as many public sector orders as possible. These would be eligible for intervention fund assistance in the same way as private sector orders. Developing countries had benefited from the overseas aid programme by the purchase of ships from British Shipbuilders, and it was expected that further orders should arise from this source.

The defence budget ceilings set out in the white paper on public expenditure (Cmnd 7439) provided for a considerable expansion for naval shipbuilding in the next few years. To assist exports of naval ships the government was now prepared to consider, in appropriate cases, the offer at the outset of improved credit terms comparable to those available for merchant ships. British Shipbuilders, working closely with the Ministry of Defence, had produced an outline design for an export frigate which was a good export prospect. The government had authorised certain development expenditure on this vessel over the next 12 months, Mr Kaufman said.

In international meetings on the world shipbuilding crisis the government was also taking an active role in discussions on possible improvements to credit for shipowners now being considered within OECD and on 'scrap and build', Mr Kaufman continued. The EEC countries were at present considering whether a practicable and cost effective 'scrap and build' scheme could be worked out. Both of these measures could help to advance orders but international co-operation and agreement were essential if progress was to be made.

British Shipbuilders, in common with other shipbuilding industries, would continue to make losses in this period. It would be required to operate within a total cash limit for 1979-80, including intervention fund assistance, of £250 million, and within a total loss limit of £100 million after crediting intervention fund assistance. This compared with the financial target this year of £45 million loss after crediting intervention fund assistance. In the difficult market situation which had prevailed, the outcome for this financial year had become increasingly uncertain and would not be known until the accounts for 1978-79 were finalised.

Pending decisions on the corporate plan, British Shipbuilders had been financed on an interim basis through national loans fund advances. However, it was clear that given the severity of the world recession the corporation would continue to make substantial losses because its facilities would not be running at an economic level. Against this background the government believed that British Shipbuilders should not be financed from the national loans fund (NLF). Instead, in the government's view, it should be financed by public dividend capital and, after the necessary estimate provision had been approved, advances would be made to enable the interim NLF loans to be repaid. British Shipbuilders would not be able to pay a dividend on its public dividend capital until its was profitable, and it would not be able to meet the general criterion for dividends set out in the government's white paper on the nationalised indus-

Japanese delegates try out Ceefax

Carol Robertson, of the BBC's Ceefax unit, explains the latest form of electronic publishing to Japanese delegates of an international telecommunications working party. Invented by BBC engineers, Ceefax gives Britain a world lead in teletext transmissions. The delegates from KDD Japan were meeting in London to discuss the latest developments in electronic communications. Ceefax is on the air throughout the hours of television transmission and is updated constantly.

tries (Cmnd 7131). It was also clear that it was unrealistic in present circumstances to expect British Shipbuilders to service commencing capital. Under section 15 of the Aircraft and Shipbuilding Industries Act, the commencing capital might be set at any level below the maximum defined in the section. The government believed that the only realistic level in present circumstances was nil. The government was confident that it would be possible for the industry to become profitable again but until demand and supply were in better equilibrium neither British Shipbuilders nor any other shipbuilding industry was likely to be profitable.

In its corporate plan British Shipbuilders had also asked the government to consider assistance for shiprepair which had suffered equally with shipbuilding in the current recession. In response to this the government had prepared a shipbuilding guarantees bill to extend the home credit scheme to conversion by UK shipowners. Government also believed that there should be discussions with the shiprepair industry, both private and public sectors, to see if there was a case for any further assistance. The shiprepair industry was important to a maritime nation.

Contraction inevitable

The government accepted that despite these measures of support, some contraction would be inevitable. The government therefore believed that the shipbuilding redundancy payments scheme, which had been introduced to alleviate hardship, should be extended to end-June 1981, which was the maximum permissible under the Shipbuilding Redundancy Payments Act 1978. The maximum earnings limit under the scheme should also be increased from £100 to £110 per week, which was the new limit for redundancy payments under the Employment Protection (Consolidation) Act 1978.

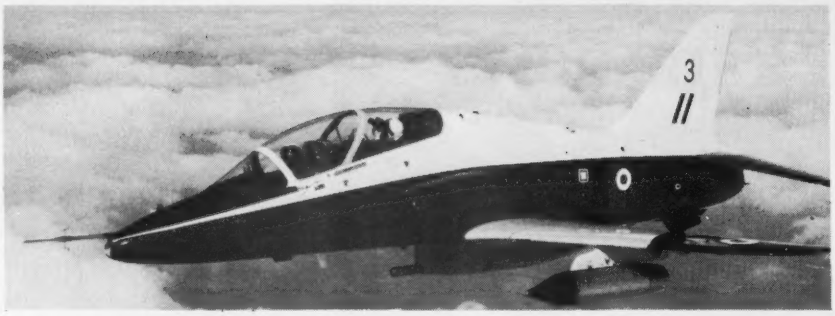
Mr Kaufman emphasised that in the longer term the prospect for British Shipbuilders would be brighter. Shipbuilding was cyclical and world shipping demand would eventually recover. 'Our object is to ensure that as much as possible of our industry survives. It would not be sensible either in social or economic terms to allow our industry to be exposed wholly to market forces and be unable to meet demand when eventually it picks up.'

Aircraft and shipbuilding industries compensation

Compensation was payable for the 25 companies in private ownership which vested in British Aerospace or British Shipbuilders, minister for industry Gerald Kaufman told parliament on 3 April.

Compensation had been settled and paid for 11 companies. One stockholders' representative had had recourse to arbitration in respect of one company. Negotiations were proceeding on compensation for the remaining 13 companies. It appeared likely that in some instances the stockholders' representatives would wish to have recourse to arbitration.

Payments on account had been made for all these outstanding companies. The industry secretary had decided that a further payment on account would be made in cases referred to arbitration on base value. The payment would be made at the stage when the parties had submitted their statements of case and answer to the tribunal.



British Aerospace Hawk – high performance trainer for the RAF.

British Aerospace delivers hundredth Hawk to RAF

British Aerospace has delivered its hundredth Hawk trainer to the Royal Air Force. It was handed over at BAe's Dunsfold flight test centre in Surrey.

In a message to British Aerospace, the RAF's director of flying training, Air Commodore John Langer, said 'the higher-than-forecast utilisation of Hawk had enabled the RAF to accelerate its re-equipment plans. Already the majority of the RAF's pilots destined for the fast jet front-line received their advanced training on the Hawk and soon we will be able to offer training for overseas customers in support of sales, he said. 'With the expansion of our training requirements, we now look forward to a possible follow-on order of Hawks in the near future.

Commenting on the Hawk's flight safety record, Air Commodore Langer said the RAF was particularly pleased to have achieved over 22 000 flying hours without an accident and he believed this to be a unique record in the introduction of this type of high-performance aircraft. A further step forward for Hawk in the RAF comes later this year with delivery of the type to the Red Arrows aerobatic team in time for its 1980 season.

Designed as a two-seat multi-purpose aircraft, the Hawk is powered by a Rolls-Royce Turbomeca Adour and maximum speed exceeds Mach one. There are 70 export Hawks on order for Finland, Indonesia and an African country while at the weekend British Aerospace delivered the study results – requested by the US government – of Hawk as the possible future US Navy advanced trainer.

Colin Chandler, divisional managing director of British Aerospace's Kingston-Brough Division said that the Hawk design was right from the beginning and it was significant that in overseas markets the aircraft had always won in open competition. 'Hawk has always come out on top against a variety of overseas competitors when performance, technical and operational considerations have been the main elements of a decision to buy.'

Environmental objections to new helicopter routes

Improved procedures for dealing with environmental objections to proposed helicopter routes have been recommended to the Secretary of State for Trade by the Civil Aviation Authority.

The authority's recommendations are based on consultations with some 70 bodies, including local authorities, residents' groups, airlines, and legal representatives. These consultations followed the authority's hearing last year of the application for a licence to operate the Heathrow-Gatwick helicopter link, during which the point was made that the existing regulations put environmental interests at a grave disadvantage.

The new procedures proposed by the authority would apply when an airline sought a licence to start a regular helicopter service flying mostly over land at a height less than 3000 feet. They would also apply to any other case where the authority considered there were environmental implications.

The authority recommends that more time should be allowed for objections to be made to such applications. By extending the objection period after publication of the application from the present 21 days to 42 days, there would be more time for it to be brought to the attention of those who might wish to object on environmental grounds.

At the same time, the authority would require airlines to include more details in their applications than has been customary in the past. These would specify the route and heights to be flown.

The authority also recommends that the secretary of state should amend the Civil Aviation Authority regulations so that the authority would be required to hear objectors – at a public hearing – where they represent environmental interests as a whole.

All decisions referred

If these changes in the regulations were adopted, the authority would refer its decisions in all such cases to the secretary of state indicating whether or not there was, in the authority's view, a case for reversing the decision on environmental grounds. Although the authority itself has no powers under the Civil Aviation Act 1971 to refuse air transport licences on environmental grounds, the Secretary of State for Trade, who has a specific responsibility for the government's policy on

Getting Ollie into another fine mess was Stanley's greatest move.

In 1910 a nervous teenage Stan Laurel left these shores for America. As part of Fred Karno's music hall troupe he shared his fate with a young cockney clown called Chaplin. Later, on a Hollywood backlot, young Stan was to merge his talents with a large, foot-loose comedian called Oliver Hardy. So began a relocation and expansion story that won the hearts of millions.

Your stake in the future is right in your hands. It's the best incentive package deal around. British Steel Corporation (Industry) Ltd can play a vital role on your behalf. In a choice of factories from a few hundred sq. ft. upwards, on fully serviced prime sites in England, Scotland and Wales. Or, if you prefer, land for your own buildings.

There's a pool of skilled labour which can be retrained in advance of your move. There's uniquely flexible help in gaining the very best financial incentives from Central and Regional Government, as well as direct access to European Community funds. We, ourselves, can also supply services and support where it matters, from our own resources. Even to providing an objective consultancy study to prove your project.

So whether you can create 5 or 15,000 long-term jobs we'd like to hear from you.
If you've got a live project ring our Action Desk now on **01-235 1212**, Ext. 200. Or clip the coupon.

We'll send you the details, plus a number of home-grown success stories we've helped find a happy ending.

BSC (Industry) Ltd.
42 Grosvenor Gardens, London SW1W 0EB.

Name _____
Position _____
Company _____
Address _____
_____ Tel. No. _____ TI1

It pays to get moving.

aircraft noise, has the power under the act to issue the authority with a direction to revoke or vary a licence.

In granting licences in these cases, the authority would set a starting date for the services licensed which allowed the secretary of state time to consider the enviromental implications.

Tube takes fifth of Heathrow passengers

Last summer 18 per cent of departing passengers arrived at Heathrow by underground according to a BAA survey. The survey also indicated that a higher proportion of arriving passengers – between 21 and 24 per cent – used the underground.

Airline coach services lost a lot of traffic to the underground. Their 25 per cent of total passengers in 1975 fell to 7 per cent in 1978, but the proportion of passengers using private cars remained constant at 38 per cent, as in 1975.

The timing of the survey, which included some 6800 interviews with departing passengers, was brought forward specifically to monitor any early impact of the underground link on passenger transport choice.

To compare characteristics found during the summer peak with those of a less busy time, two interviewing periods were used. The first ran from 12 to 25 June and the second from 23 July to 6 August.

In the June off-peak survey, the underground's share of surface journeys on departure was found to be 18 per cent. This figure fell slightly to 17 per cent during the peak period.

Increased grants for regional development organisations

Increased maximum grants to the four English regional development associations have been proposed for the year 1979-80. Announcing this to parliament on 30 March, Alan Williams, Minister of State for Industry said that he proposed to make substantial increases to the English regional development organisations for the year 1979-80. The amounts were still to be finally agreed but would be within the following maxima:

North of England Development Council	£365,000
North West Industrial Development Association	£265,000
Yorkshire and Humberside Development Association	£68,000
Devon and Cornwall Development Bureau	£45,000

The maxima quoted would be available, he explained, provided that agreement was reached with the department in each case on a number of matters now under discussion with the regional organisations concerned.

The grants would continue to be limited by the ability of the organisations concerned to raise £1 locally for each £2 provided as grant-in-aid by his department, Mr Williams said.

Measures to prevent tanker accidents

Action to minimise the risk of tanker accidents and possible resulting pollution around the coasts of Britain is discussed in a white paper published on 4 April.

'Measures to prevent collisions and strandings in waters around the United Kingdom' (HMSO, 60p) contains the government's observations on the 32 recommendations of the Trade and Industry sub-committee of the expenditure committee.

Replies to the sub-committee's recommendations cover a wide variety of points relating to the safety of navigation. Among them are:

☐ Traffic separation schemes for tankers around the Scottish coasts are being discussed urgently with all interested parties; a revised scheme for the management and surveillance of shipping, from the south-western approaches, through the Dover Strait and into the North Sea is under discussion with other channel states, particularly France.

☐ Through the Inter-governmental Maritime Consultative Organisation (Imco), and in consultation with the shipping industry, a number of innovations and improvements to ship design, instrumentation and communications have been put into effect and others are under consideration.

☐ When the provisions of the Merchant Shipping bill becomes law, fines will be increased for a number of potentially very serious safety offences.

☐ The need for effective training of crews, including the use of bridge-training simulators, is emphasised.

☐ Research into the potential hazards of the marine transport of liquefied natural-gas is proceeding and further studies are proposed.

Of the 32 recommendations dealt with in the white paper, about half have been implemented in whole or in part. Of these, several have in fact been standard practice for some time; others are already being pursued internationally, while a small number are under consideration by the Department of Trade.

In its response to the recommendations, the government makes it clear that it is striving hard for further progress in developing and adopting a wide range of measures directed at securing improved navigational safety in the waters around the UK. While the pace has quickened since the *Amoco Cadiz* disaster, the efforts being made represent a continuation of initiatives which were taken following the *Torrey Canyon* disaster of 1967.

The white paper sums up the role played by the United Kingdom on the international scene to improve the safety of navigation through the routeing of ships, the carriage of ships' navigational aids, the structure and equipment of tankers and the training and certification of seafarers.

In bilateral and regional negotiations, the most notable advances have been through the Anglo-French safety of navigation group – the traffic separation scheme in the Dover Strait and the channel navigation information service which has led to the annual rate of collisions falling by more than half and the annual number of contraventions of the requirements of the scheme decreasing by more than a third and still falling further; and by the conclusion of the Hague memorandum of understanding whereby the North Sea and channel states have agreed to co-ordinate their arrangements for inspecting ships in port so as to intensify the drive against sub-standard ships.

Within the United Kingdom, the tanker safety group – formed in 1975 of representatives of oil companies, both sides of the shipping industry, *Lloyd's Register of Shipping* and the government departments most concerned – has, under Department of Trade chairmanship, kept the whole problem of tanker safety under review. This complements the work of representative standing committees such as that dealing with the safety of navigation. The tanker safety group's annual report on tanker casualties has recently been adopted by Imco and published as an international document.

In all these activities, the white paper adds, the government's objective has been the establishment by international agreement of sensible provisions designed to promote safe navigation and to protect the coasts of the United Kingdom from the risk of pollution.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699. ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Coking coal imports from outside EEC to be controlled

The government has decided to impose licensing control on imports of coking coal other than those originating from community countries and is consulting the European commission. The Department of Industry states that the need for action has been made more pressing by the British Steel Corporation's decision recently to conclude a new contract for additional supplies from Australia.

Control would be effected through the Import of Goods (Control) Order 1954 (SI 1954/23). The control would be used to safeguard the essential interests both of the mining industry and of the steel industry, which is the principal user of imported coking coal.

Bank rate cut

A reduction in minimum lending rate from 13 per cent to 12 per cent was announced by the Bank of England on 5 April, with the approval of the Chancellor of the Exchequer.

The 1 per cent reduction was made in response to the recent upward pressure on sterling in the foreign exchange market and fall in short-term sterling rates of interest, the bank stated. The level of short-term rates now established was judged to be consistent with continuing domestic monetary restraint in the period ahead.

Industry act interest rates reduced

The maximum rate of interest relief grant and interest rates for loan under section 7 of the Industry Act 1972 were reduced with effect from 2 April.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being reduced from 15 per cent to 13 per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is reduced from 12 per cent to 10 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is reduced from 15 per cent to 13 per cent.

Petrol licences arbitration scheme approved

Operators of Petrofina-owned petrol filling stations whose licences are terminated or not renewed will be able to take their case to an independent arbitrator from 3 April under a scheme approved by Gordon Borrie, Director General of Fair Trading.

Petrofina has told Mr Borrie that it will operate the arbitration scheme for its licensees as part of a code of practice setting out the operating standards of the company and its licensees. This follows similar schemes introduced by BP and Shell in November 1977 and by Total in June last year.

The introduction of arbitration schemes formed part of revised undertakings given by all major oil companies in August 1976, following the 1965 Monopolies Commission report on the supply of petrol to retailers, and subsequent discussions with OFT. The undertakings laid down that – except for short-term agreements of less than three years – an oil company should not grant petrol retailing licences unless it operated a scheme, approved by the director general, for the arbitration of disputes between itself and its licensees about the termination or non-renewal of licences.

The Petrofina scheme provides that, in cases of dispute, the Institute of Arbitrators will appoint an independent arbitrator to decide whether the company is justified in terminating or refusing to renew a licence on the grounds that a licensee has breached the licensing agreement. In other cases, for example, if the company wishes to sell or redevelop a site, an arbitrator may be appointed if the company refuses to compensate a licensee – because of alleged breaches of the licensing agreement – under the company's voluntary compensation scheme. In all cases the arbitrator's decision would be final and binding on both parties; he could, for example order Petrofina to withdraw a notice of termination or to offer a new licence.

Price Commission to investigate more petrol prices . . .

The Price Commission is to investigate price increases proposed by Shell UK Oil, part of Shell UK and by BP Oil.

Shell wants to increase the prices of its range of petroleum products by an overall weighted average of 6.0 per cent, including duty and VAT, which is equivalent to 0.66p per litre. The commission has decided that the proposed increases should be investigated under section 4 of the Price Commission Act 1977. But in view of increases in the cost of imported raw materials the commission is allowing the company an interim increase of an average of 3.0 per cent, including excise duty and VAT, or 0.33p per litre. The investigation is due to be completed by 8 July 1979.

Price increases by BP on a range of its petroleum products are already being investigated by the Price Commission. In view of the increase in costs of imported raw materials, the commission has already allowed the company to increase its prices by the full notified amount of an average of 6.902 per cent, including excise duty and VAT, or 0.75p per litre, across the range of products.

Now BP has notified a further increase in the price of a range of its petroleum products by an average of 4.951 per cent on gross sales, including duty and VAT, which is equivalent to 0.577p per litre.

After considering these further proposed increases the commission decided that since they had been notified during the period of the current investigation, they should also be investigated under section 4 of the Price Commission Act 1977.

Increases allowed

However, in view of further increases in costs of imported raw materials, the commission has also decided to allow these notified increases in full. The latest increases will mean an extra 2.7p a gallon on average on the wholesale price of petrol.

The report on the investigations will be linked in one report to be comleted by 16 May 1979.

The Secretary of State for Prices and Consumer Protection has been advised about both the Shell and BP investigations.

Anyone who wishes to make representations to the Price Commission in connection with either investigation should write to the Secretary, Price Commission, Market Towers, 1 Nine Elms Lane, London SW8.

. . . and agrees to Esso interim increases

The Price Commission is allowing the Esso Petroleum Company to make a further interim price increase while investigations continue.

In view of further increases in the cost of imported raw materials, the commission is allowing the company an interim increase of a weighted average of 0.426p per litre, exclusive of duty and VAT, across the range of its oil and petroleum products. The effect on petrol will be a net increase of 2.95p a gallon on the wholesale price.

With the interim average increase of 0.74p per litre already allowed by the commission, Esso has now been granted a total interim increase equal to the 1.166p per litre average over all the products originally sought and which gave rise to the investigation.

The investigation is due to be completed by 16 May 1979.

Telecoms financial target set at 5 per cent

A new three-year financial target for the telecommunications business of the Post Office was announced by Gerald Kaufman, Minister of State for Industry on 3 April.

In a written answer to a parliamentary question Mr Kaufman said that the new financial target for the telecommunications business, agreed with the Post Office, was a real rate of return of 5 per cent for each of the three years from 1979-82. As with the previous target, 'real return' was defined as profit before interest payable but after charging historic and supplementary depreciation as a percentage of average net assets revalued to replacement cost.

This target was set in accordance with the principles laid down in the white paper on the nationalised industries (Cmnd 7131), including the need to earn the required rate of 5 per cent on new investment, Mr Kaufman explained. The government continued to attach importance to the previously announced performance aim by which the telecommunications business was to reduce real unit costs by 5 per cent per annum over the five years to 1982-83.

The previous telecommunications target of a 6 per cent real rate of return expired on 31 March. As with the new one it was set for a three-year period. The telecommunications business achieved this target in 1976-77 and 1977-78 and expected to have done so again in the financial year just ended.

'T & I' index

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

FREIGHT FORUM NORTH 79

May 2nd & 3rd, 1979
The Royal Hall,
Harrogate.

International Freighting Services & Equipment Exhibition & Conference
Harrogate
Exhibition Centre,
Yorkshire.

Promoted by
IFW International Freighting Weekly,
Organised by
Exhibitions & Conferences Division, Maclean-Hunter Ltd

DAY ONE
Wednesday 2 May

Chairman
Dr G J Davies, Department of Business, Manchester Polytechnic

0903 Opening
0945 Conference introduction:
Dr G J Davies
1000 A Southerner's view of a Northerner's problems
1020 Discussion
1035 Coffee
1050 A new project near Leeds:
Mr A M Malin, Managing Director, Garanor Services Ltd, Mr R L Lewis, Director of Corporate Planning, Garanor Services Ltd.
1145 Case study presentation:
A case study to reflect current issues of concern to shippers will be presented to delegates for discussion. Dr G J Davies and Mr Richard Gray, Centre for Transport studies, Cranfield Institute for Technology
1245 Lunch. Case study working sessions.
Freight show open to delegates.
1415 Case study presentation: suggested solutions.
Dr G J Davies and Mr Richard Gray
1515 Tea
1530 The affect of freight on the Sheffield canal:
Mr John Collins, Deputy Director, Freight Services Division, The British Waterways Board
1600 Discussion
1615 The trade union's response to change:
Mr D Bolton, Regional Trade Group Officer, TGWU
1645 Discussion
1700 Conference ends

EVENING Civic Reception and Dance held by the Mayor and Mayoress of Harrogate in the Royal Hall, Harrogate, 8.00 p.m. (Informal, invitations on arrival).

DAY TWO
Thursday 3 May

0930 'We do it better up North': Mr Les Fullylove, AE Auto Parts Ltd
1000 Discussion
1015 'Where are all the airlines?'
Mr David Kennedy, General Manager, Africa, Middle East and European Agencies, McGregor Swire Air Services
1045 Discussion
1100 Coffee
1115 Manchester Airport — Air Cargo facilities:
Mr K N Wilson, Deputy Director, Manchester International Airport
1145 Discussion
1200 Case study presentation: A second case study will be presented to delegates for discussion. Dr G J Davies and Mr Richard Gray
1300 Lunch. Case study working sessions.
Freight show open to delegates.
1430 Case study presentation: suggested solutions.
Dr G J Davies and Mr Richard Gray
1500 Buying and managing international distribution:
Dr G J Davies
1545 Tea
1600 'Well connected' — film presentation of the Port of Liverpool.
1620 The ports' view:
A panel discussion chaired by Mr Richard Gray.
Mr J P Frearson, Chief Marketing Manager, Mersey Docks & Harbour Co.
Mr R S Plent, Customer Services Manager, Mersey Docks & Harbour Co.
And Principal Officers of British Transport Docks Board — Humber
1700 Conference ends

EVENING Election party, Garden Room, Old Swan Hotel, Harrogate. (Free bar 6.30 — 8.00 p.m. — Invitations on arrival)

*** Delegates attending on election day should apply to their electoral registration office for a postal vote.**

For hotel accommodation contact:
Jack Ward,
American Express.
Tel. 01 930 4411

Booking form.
Please complete and return to:
Conference Division
Maclean-Hunter Ltd
30 Old Burlington St
London W1X 2AE.
Tel 01-437 0644
Telex: 299072
MACHUN.

BOOKING FORM

Please reserve the following places at Freight Forum North:

**Fees include morning coffee, lunch, afternoon tea and a full report of the proceedings.*

DAY ONE	**Wed 2 May 79**	**..... places @ £54**	**(£50+£4 VAT)**
DAY TWO	**Thur 3 May 79**	**..... places @ £54**	**(£50+£4 VAT)**
DAYS ONE & TWO		**..... places @ £97.20**	**(£90+£7.20 VAT)**

I enclose a cheque for £.....made payable to Maclean-Hunter Ltd (Conferences)

Name(s) _____

Company _____

Address _____

Telephone number _____ Telex _____ Hotel accommodation required _____

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Eighth floor, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Restrictions on sale or supply of chloroform

Restrictions on the sale or supply of medicinal products for internal human use which contain chloroform at a greater level than 0.5 per cent will take effect on 28 March 1980.

Products having a higher concentration and already on the retail market at that time may continue to be legally sold until 28 March 1981. Exemptions will be permitted in certain circumstances, including a product's use as an anaesthetic.

UK health ministers received a report from the Medicines Commission concluding that in the light of present knowledge there was no reason to infer that chloroform was dangerous to man at very low dosage levels. But restriction on sales and supply was desirable because of the concern about chloroform's carcinogenicity in animals at high doses and other aspects of known toxicity.

Government sales

24 April 1979 – Miscellaneous stores

Location:
Ordance Storage and Disposal Depot, Ruddington, Notts

Auctioneers:
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)

A large quantity of items lying at Ruddington, Donnington, Stafford and elsewhere including MT, electrical, electronic spares and equipment. Aircraft components and ground equipment. Various textiles. Scrap metals. Vehicle tyres, Machine tools, Forklift trucks. Trailers. Binoculars. Watches. Photographic equipment. Batteries and generators. General Household furniture and many other items.
Catologue price 40p, postage 15p

28 April 1979 – Furniture and householdware

Location:
Ordance Support Unit, Leyburn Road, Catterick Garrison

Auctioneers:
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, N Yorks (0937 835303)

This sale consists of small quantity or single item lots of furniture and householdware.
Catalogue price 20p, postage 10p

2 May 1979 – Miscellaneous stores

Location:
Bristol EuroCrest Hotel, Filton Road, Hambrook, Bristol

Auctioneers:
Russell Baldwin and Bright (Dept L), 20 King Street, Hereford (0432 55441)

Stores lying at Hereford, Gloucester and other places, comprising aircraft and MT spares, electronic items. Cranes, engines and generators. Furniture, carpets, clothing and other textiles including blankets, linen sheets and a large collection of miscellaneous stores.
Catalogue price 40p, postage 15p

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the respective auctioneer from two weeks before and up to the day of the sale.

Industrial & Commercial Property

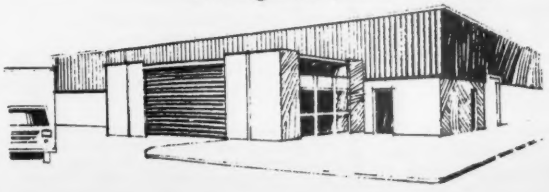
Plant and Machinery

Valuations Sales

UK and Overseas

Henry Butcher & Co
incorporating
Leopold Farmer & Sons

London 01-405 8411
Leeds 0532 457356
Birmingham 021-236 5736



When we build let us think that we build forever

John Ruskin, 1819-1900

Basildon is being built with long-term environmental consideration for commerce, industry and its working community — presenting a very acceptable face of capitalism in a location of unique strategic importance for reaching European markets. A number of prime commercial and industrial sites are currently available to help you fulfil the Ruskin ideal. For further information contact:

David Heard, A.R.I.C.S., A.R.V.A.,
Chief Estates Officer,
Basildon Development Corporation,
Gifford House, Basildon, Essex SS13 2EX.
Telephone: Basildon (0268) 553261.
Answer Service after 5.15 p.m. — Basildon 553377.

BASILDON MEANS BUSINESS

Energy saving in building materials industries

An estimated energy saving of £3½ million could be made each year in the abrasives and miscellaneous building materials industries merely by adopting good house-keeping principles and effecting minor repairs and alterations.

This estimate, which represents about 3 per cent of these industries annual expenditure on energy, is published in a new Department of Industry report. In many individual cases, it is stated, a relatively small capital expenditure can result in estimated savings of about 9 per cent of a firm's annual fuel bill, making a total saving of 12 per cent.

In some cases up to 90 per cent of the energy purchased is used in the manufacturing process for drying, curing, firing or calcining, and the greatest potential for saving lies in those areas. In the remaining cases, the potential for saving lies with lighting, space heating, or site services; and while many of these potential savings are small they are significant enough not to be overlooked.

The report also recommends further investigation into specific energy-saving opportunities for these industries; the more important of these being: insulation materials for curing chambers; shortening of the curing cycle or improvement of mould utilisation; alternative sources of energy for curing; closer tolerance on abrasive wheels prior to machining; and greater use of heat recovery equipment.

Period clocks of note

A craftsman carefully checks the pinion of this hand-made, great wheel skeleton clock in the workshop of Sinclair Harding and Bazeley, Cheltenham. Completely hand-built in the design of the late eighteenth century French directoire period, this elegant eight-day timepiece has a recoil anchor escapement and is pendulum controlled with an adjustable silk suspension. The great wheel has 285 teeth and revolves once a day. The frame, traditionally sand cast, is of solid hand burnished brass and stands on a marble base decorated with a delicate gold leaf design. The company makes a range of reproduction clocks comprising English chiming bracket clocks, English chiming skeleton clocks, and eight-day traditional striking longcase clocks. Each part is made from start to finish by master craftsmen.

Comparative fuel costs booklet published

Information on the cost of home heating with different types of fuel is given in a new edition of 'Compare your home heating costs', published by the Department of Energy.

The booklet gives separate costs of installing and running a separate hot water system; heating one room and installing and running whole-house heating systems in a two-bedroomed terrace house and a three-bedroom semi, with and without cavity wall insulation. Each case is costed in terms of oil or paraffin heating, and various types of solid smokeless fuel, gas and electric heating systems and appliances.

The booklet emphasises that good insulation and proper controls on heating systems can cut fuel costs, and offers a guide to how cost-effective different methods of insulation are in general. It also explains how to check fuel bills and meters and what financial assistance is available from the government under the recently introduced homes insulation scheme.

As before, the booklet is issued in four regional versions – southern, midlands and northern, Welsh, and Scottish – and is based on local fuel prices and temperatures in London, Leeds, Cardiff and Glasgow. It contains addresses for further advice on home heating.

The booklet is available free from the Library, Department of Energy, Thames House South, Millbank, London SW1, tel. 01-211 3394.

Court orders against mail order traders

Two former directors of a mail order company who refused to give assurances to the Director General of Fair Trading about breaking contracts with consumers and failing to refund their money have been ordered by a court to refrain from conduct detrimental to consumers. The Brentford county court order warns the directors that if the directions of the court are not obeyed they will be guilty of contempt of court and liable to be committed to prison.

John Pound and Barry Took operated AVC (Advisory Services) trading also as City Audio and advertised in specialist audio and hi-fi publications. Over 400 customers complained that they had sent money and received neither the goods nor a refund. In all, more than £6,800 was owed to customers.

AVC (Advisory Services) and City Audio have ceased trading but the court orders are binding on Mr Pound and Mr Took in any other business in which they may have managerial control.

BL opens training centre for apprentices

Secretary of State for Wales John Morris, opened an apprentice training centre at North Docks, Llanelli for BL Components on 30 March. The school will serve the two BL Components plants at Felinfoel, Llanelli – Pressed Steel Fisher's Pressings Plant and SU Butee's Radiators Plant.

The 2400 m² facility provides lecture rooms and workshops equipped with a variety of machines including lathes, surface grinders, pedestal grinders, pillar drills, and milling machines is staffed by a highly experienced team of instructors. In addition to craft apprenticeship training, courses are operated for adult trades including welding and toolmaking. At Llanelli BL Components have over 160 young people undergoing training.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover

Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occuring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621.

Parliament

Monday, 2 April

Increase in retail food prices

Neil Marten (Banbury) asked the Secretary of State for Prices and Consumer Protection to state the percentage increase in all retail food prices in the United Kingdom since January 1973 compared with the Federal Republic of Germany, France, Holland, Belgium and Denmark.

Mr Maclennan gave the cumulative increases (see table). As the overall figures conceal differing trends over time, the latest annual increases were also given. Comparisons of increases in food prices are complicated in that the inclusion of alcoholic drinks and tobacco varied between countries.

PERCENTAGE INCREASES IN FOOD PRICES

	Jan 1973 to Jan 1979	Jan 1978 to Jan 1979
West Germany [1, 2]	26.5	0.6
France [1]	86.7	8.6
Holland [1]	40.8	0.6
Belgium [1, 3]	53.7	0.1
Denmark	93.3 (to Dec 1978)	8.3 (Dec 1977 to Dec 1978)
United Kingdom [3]	161.4	10.9

Source: OECD main economic indicators, national sources.
[1] Includes beverages. [2] Includes tobacco. [3] Excludes restaurant meals.

Index of production

David Knox (Leek) asked the Secretary of State for Industry what was the index of production in manufacturing industry in the most recent month for which figures were available and what was the figure for the same month in 1974.

Mr Williams said that the provisional estimate of the index of production for manufacturing in January 1979 was 94.9, based on 1975 = 100. The level of production in that month was abnormally low because of the transport disputes and adverse weather. The corresponding figure for January 1974 was 101.8. Much of the production lost in January of this year would be made up in the next few months.

Effect of disputes on BSC

Michael Marshall (Arundel) asked the Secretary of State for Industry for the latest estimate of the effect of the road hauliers' dispute on the steel industry.

Mr Huckfield replied that BSC estimated a loss of £50 million in January and February resulting from rail and road haulage disputes and the bad weather. It was difficult to say how much the road haulage dispute accounted for this.

BSC employment

Ian Gow (Eastbourne) asked the Secretary of State for Industry to what extent the number of employees in the British Steel Corporation fell during the 12 months ended 31 March and to what extent he expected the number to fall during the year ending 31 March 1980.

Mr Varley said he understood that the latest figures showed that during the 11 months to the end of February 1979 the number of people employed by the British Steel Corporation fell by some 10 800. Future levels of employment were a matter for the corporation and the unions concerned.

Peter Hardy (Rother Valley) asked how many persons were currently employed by the British Steel Corporation.

Mr Varley said that at the end of February 1979 some 186 300 people were in employment with the British Steel Corporation in the United Kingdom.

Industry Act assistance

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Industry what was the value in constant price terms of Industry Act assistance to industry in the latest year for which this information was available, compared to that in 1973.

Mr Williams said that under the Industry Act 1972 net expenditure included in Cmnd 7439 for 1973-74 amounted to £591 million in 1978 Survey prices and in 1977-78 the comparable sum was £444 million. Additionally in 1977-78, under the Industry Act 1975 National Enterprise Board expenditure amounted to £368 million in money terms, giving a total of £812 million, which was more than 33 per cent above 1973-74.

Assistance to east Midlands

Greville Janner (Leicester West) asked the Secretary of State for Industry whether he would take steps to assist the traditional industries of the east Midlands.

Mr Huckfield said a number of industries of importance to the east Midlands were eligible under schemes of selective assistance under section 8 of the Industry Act 1972. Altogether £47.1 million of assistance had been offered under this section to 332 projects in the region, representing investment of £239 million. Firms in the assisted areas within the region also benefited from the regional incentives available.

BAe 146 feeder-liner

Terry Walker (Kingswood) asked the Secretary of State for Industry when British Aerospace hoped to announce its first orders for the BAe 146 feeder-liner and if he would make a statement about progress on the project as a whole.

Mr Kaufman said that British Aerospace told him that the world's airlines had reacted well to the BAe 146 and discussions were in progress. These were expected to lead to orders but it was too early to give precise dates. The production schedule was tight and the success of this important project would require the full co-operation of all sections of the workforce.

French forklift regulations

Ronald Atkins (Preston North) asked the Secretary of State for Industry how much the introduction of new safety standards on forklift trucks entering France would adversely affect British industrial truck manufacturers and to what extent the French standards conflicted with the proposed EEC directive on forklift regulations which had recently been drawn up.

Mr Huckfield said several features of the new French standards for industrial trucks went further than the current draft requirements of the proposed EEC directive which had still to be discussed under the normal council procedures. In the meantime, UK manufacturers and their competitors were having to comply with these new French safety regulations at some cost. It was too early to judge the effect on trade with France.

Assistance to northern region

Giles Radice (Chester le Street) asked the Secretary of State for Industry if he was satisfied with industrial progress in the northern region.

Mr Williams said that the government would continue to do everything practicable to encourage the continued growth of industry in the region, the whole of which was either a special development or development area. Firms there had received £557 million from the present government in regional development grants; offers of regional selective assistance of £76 million promoting investment of £1,107 million and offers of other kinds of selective assistance of £31 million. In addition, 153 factories had been authorised by the department providing 2.3 million sq ft of floor space.

Allocations to firms of advance factories, including relets, in recent years were as follows:

Year	Number of factories and area (sq ft)	Employment to arise: Male	Total
1975	19/209 000	701	1 061
1976	30/398 000	1 101	1 375
1977	56/680 000	1 414	2 241
1978 (prov)	91/832 754	2 178	3 016
1979 (to 28 Feb)	8/206 976	533	643

The region would receive 4000 civil service posts as a result of the dispersal of jobs from London and was already receiving over 3000 government jobs mainly for the child benefit centre at Washington new town where 2200 jobs had already been established.

Tyre dumping

Dudley Smith (Warwick and Leamington) asked the Secretary of State for Industry what action he planned to take in the light of the decline of the tyre industry in Great Britain and the contribution the dumping of cheap imports was making to the situation.

Mr Williams said that discussion between management, unions and government representatives on the National Economic Development Council's rubber processing sector working party had identified several factors affecting the decline of the tyre industry in Great Britain, cheap tyre imports being only one. The department would support the anti-dumping case being prepared by the British Rubber Manufacturers' Association for submission to the European commission shortly.

Advanced computer technology project

Mrs Renée Short (Wolverhampton North East) asked the Secretary of State for Industry what was the role of the advanced computer technology project, why it was being disbanded and who would perform this role in the future.

Mr Williams said the project had been a channel for support by the department for advanced R&D in computer and allied technology since 1963. It also provided a forum for interaction between firms working in this sector. It would be run down during 1979 because there was now provision for support of this work through other routes within the department. The change meant no reduction in priority for this field of technology. Arrangements for this would be announced shortly.

Shipbuilding redundancy payments

Neville Trotter (Tynemouth) asked the Secretary of State for Industry how many members of the shipbuilding, shiprepairing and related industries had applied for payments under the shipbuilding redundancy scheme, how many applicants had been paid, what was the longest period since an as yet unpaid applicant submitted his claim, and what was delaying the payments.

Mr Huckfield said that British shipbuilders had received about 4600 applications for payment since the scheme came into operation on 3 August 1978, of which some 2260 related to redundancies which had occurred between 1 July 1977 and that date. Payments had been made in 2876 cases. The majority of unsettled cases related to current applications made in advance of the due date of payment. A small number of earlier applications were still outstanding pending establishment of individual details of eligibility.

Surplus land

Frank Allaun (Salford East) asked the Secretary of State for Trade how many acres of land were owned by the British Airports Authority, the Civil Aviation Authority and lighthouse undertakings, respectively and how much of each acreage was surplus to requirements and was being offered for sale as development land.

Mr Clinton Davis said the British Airports

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretary of State: Leslie Huckfield

Department of Trade

Secretary of State: John Smith
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Authority and the Civil Aviation Authority owned 8975 acres and 4300 acres of land respectively. None was surplus to requirements. To obtain this information for lighthouse authorities would involve disproportionate cost.

Tuesday, 3 April

Public bodies' expenditure

Peter Rost (South East Derbyshire) asked the Secretary of State for Prices and Consumer Protection whether he would estimate, in the case of each quasi-autonomous non-governmental organisation for which he was responsible, the expenditure for each year since its establishment.

Mr Hattersley said there was no official definition of the expression 'quasi-autonomous non-governmental organisation'. In respect of the public bodies to which he made appointments the following published information on their expenditure either in annual reports or in the appropriate accounts: British Hallmarking Council, Hearing Aid Council, Metrication Board, Monopolies and Mergers Commission, Office of Fair Trading, and the Price Commission.

In respect of the other public bodies to which he made appointments, the expenditure was either insignificant or it would be disproportionately costly to provide details.

Balance of trade

Doug Hoyle (Nelson and Colne) asked the Secretary of State for Trade if would provide a country-by-country breakdown of the balance of trade in manufactured goods, to include all countries, the imports of manufactures from which exceeded £100 million, and list them in order of the proportionate degree of excess of imports over exports for the latest available year.

Mr Meacher gave the following information for the calendar year 1978:

£ million

Country	Imports (cif)	Exports (fob)	Crude balance (exports valued fob minus imports valued cif)
Federal Republic of Germany	4 093	2 226	−1 866
Japan	1 239	439	−800
Italy	1 548	876	−672
France	2 403	1 884	−520
Norway	878	457	−421
Switzerland	2 118	1 834	−284
United States of America	3 041	2 794	−247
Sweden	1 049	811	−237
Hong Kong	518	321	−198
Finland	457	277	−180
Austria	310	218	−93
South Korea	189	124	−65
Taiwan	142	88	−53
Spain	323	312	−11
Portugal	194	248	+54
Poland	123	195	+72
Soviet Union	275	373	+98
Canada	513	620	+107
India	194	314	+120
Netherlands	1 461	1 620	+159
South Africa	422	590	+168
Denmark	340	519	+179
Belgium/ Luxembourg	1 530	1 876	+346
Saudi Arabia	115	695	+580
Australia	166	760	+594
Irish Republic	728	1 486	+758

Note: These figures include the value of aircraft (other than newly constructed) temporarily imported into the UK for process or repair and subsequent re-exportation.
Source: UK Overseas Trade Statistics, SITC (rev 2) sections 5 to 8 inclusive.

Development aid processing time

Austin Mitchell (Grimsby) asked the Secretary of State for Industry what was the average time taken from receipt to decision to process applications for development aid in Grimsby as compared with other development areas.

Mr Huckfield said information about the time taken to process applications for regional development grant for particular localities was not maintained, but the average time taken by the four regional development grant offices during the last six months had been:

Billingham (which deals with applications from Grimsby)	20.9 weeks (17.3)
Bootle	15.2 weeks (14.2)
Cardiff	16.7 weeks (16.8)
Glasgow	15.8 weeks (16.9)

The figures in parentheses show the comparable figures for the previous six months.

Akzo Chemie

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry if he would block all financial assistance to Akzo Chemie UK Ltd for the resiting of the factory and laboratory to intended to close in Kirkby.

Mr Huckfield said that he was advised that the company did not intend to resite the factory. Akzo had not applied for financial assistance for a laboratory at Rochdale. However, assistance for the physical move of the laboratory facilities was precluded because it involved a move within a development area.

Mr Kilroy-Silk also asked for the total sum of money given to grants to Akzo Chemie UK Ltd for its Kirkby plant.

Mr Huckfield said that Akzo Chemie UK Ltd had received a total of £309,016 in regional development grants for its Kirkby plant.

Post Office land

Frank Allaun (Salford East) asked the Secretary of State for Industry how many acres of land were owned by the Post Office and how much of this acreage was surplus to requirements and was being offered for sale as development land.

Mr Huckfield said the Post Office estimated the acreage, including leasehold property, to be 8275 acres. Future land requirements were a matter for the Post Office.

Desalination

Jim Spicer (West Dorset) asked the Secretary of State for Industry what conclusions had been reached within his department as a result of the review on support for desalination programmes.

Mr Huckfield said that the review was being conducted in conjunction with the department's chemicals and minerals requirements board. A paper was received by that body towards the end of last year in which various options for R&D support were outlined. While further action had to be taken on one of these, the board had already expressed itself receptive to industrial proposals in the desalination area. This was evidenced by an offer of support it had recently made.

Naptha prices

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what assessment the government had made of the likely impact of the 50 per cent price increase in naptha in the latter part of 1978 on the prospects for the British chemical industry.

Mr Huckfield said it was still too early to say whether the recent substantial increases in naptha prices would be maintained. It would therefore be premature to attempt to estimate the longer-term impact on the UK industry and on the pattern of international chemical trade.

However, the government maintained its belief that the industry, which would increasingly be able to draw on North Sea feedstocks, would remain healthy and competitive. Meanwhile, the government would continue to monitor the effect of naptha price movements in close co-operation with British companies.

MAP applications

Jim Callaghan (Middleton and Prestwich) asked the Secretary of State for Industry how many firms in the north-west region had applied for assistance in developing the use of microelectronics.

Mr Huckfield said eight firms in the north-west region had so far made application for assistance under the microprocessor application project.

Mechanical handling recommendations

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry whether he would list the recommendations for action by government made in the last report of the mechanical handling sector working party together with details of the action taken by government to implement those recommendations.

Mr Huckfield said the mechanical handling equipment sector working party intended to publish individual reports for its four subsectors: conveyors, lifts, cranes and lifting and winding equipment. Separate recommendations had been made for each subsector because they each had different problems and opportunities. The recommendations addressed to government were being considered and a full response would be made to the sector working party as soon as possible.

Ships for China

Michael Grylls (North West Surrey) asked the Secretary of State for Industry whether he would give an assurance that any ships provided for the People's Republic of China by British Shipbuilders would not be provided at costs below those available to British owners.

Mr Huckfield said that any intervention fund assistance provided for securing orders from China would be on similar terms to those provided for securing orders from UK shipowners.

Wednesday, 4 April

Anti-dumping measures

Roger Moate (Faversham) asked the Secretary of State for Trade how many anti-dumping measures had been instituted in response to requests from United Kingdom interests since the EEC assumed the relevant responsibilities, would he divide the answer into separate categories for the principal products and how did this compare with previous years.

Mr Meacher said since 1 July 1977, when responsibility for taking action on dumping affecting UK interests passed to the EEC commission, it had announced, in addition to the special measures affecting steel, anti-dumping measures covering 11 products. These are divided into the following categories: chemical, 2; paper products, 2; timber products, 2; basic metals, 1; mechanical appliances, 2; electrical equipment, 2.

Action was taken by the commission in defence of the interests of European producers as a whole (or a major proportion of them). In one chemical case (rosin) and one mechanical appliance case (hole-punching machines) the UK industries constituted the major proportion of the community industry and would have been directly responsible for the initiation of anti-dumping measures by the community. Altogether UK industries were involved in 10 of the applications listed above.

It was not possible to make a direct comparison with previous years when the UK was responsible for taking anti-dumping action on its own account but on average in the years between 1971 and 1976 Britain instituted anti-dumping measures on seven products a year.

Motor vehicle output

Cyril Townsend (Bexley, Bexleyheath) asked the Secretary of State for Industry what percentage share of world output in cars, motor cycles, shipbuilding and steel was produced by the United Kingdon, Japan, West Germany, France and Italy in each of the years 1951, 1964, 1970 and 1974 and the latest date for which figures were available.

Mr Kaufman replied that information on motor cycles was not available. The remainder of the information is as follows:

PERCENTAGE SHARE OF WORLD OUTPUT [1]

	1951	1964	1970	1974	1978
Cars					
UK	n.a.	10.9	7.3	6.0	4.4 [2]
Japan	n.a.	3.4	14.2	15.5	17.9
West Germany	n.a.	15.5	15.7	11.2	12.5
France	n.a.	8.1	11.0	10.6	10.2
Italy	n.a.	6.0	7.7	6.4	4.8
Shipbuilding					
UK	37.7	8.3	6.3	3.6	6.2
Japan	12.1	38.7	52.4	50.4	34.7
West Germany	7.5	8.5	6.3	6.3	4.6
France	5.2	5.5	4.1	3.1	2.4
Italy	4.1	4.8	2.6	2.8	1.9
Crude steel					
UK	7.5	6.1	4.8	3.2	2.8
Japan	3.1	9.2	15.7	16.5	14.3
West Germany	6.4	8.6	7.6	7.5	5.8
France	5.9	4.6	4.0	3.8	3.2
Italy	1.5	2.3	2.9	3.4	3.4

[1] Output is defined as follows: cars, the number produced; shipbuilding, tonnage of ships completed; crude steel, production by weight. [2] Shares based on data for 1977, the latest information available.

Mfa and employment

Bob Cryer (Keighley) asked the Secretary of State for Trade how many jobs had been saved in the west riding textile industry as a result of the terms achieved during the re-negotiation of the multifibre arrangement.

Mr Meacher said that there were a number of restrictions on imports of clothing which had helped maintain the market for textiles produced in the west riding. There was a quota on Argentinian wool and worsted fabrics, and the EEC commission was negotiating the introduction of restrictions on the import of wool tops from a number of south American countries. In general, however, it was not possible to isolate the effects of the multifibre arrangement from other factors affecting employment.

Price indices

Norman Lamont (Kingston upon Thames) asked the Secretary of State for Prices and Consumer Protection if he would give the price index figure for the latest available month of the following items, using March 1974 as a base of 100: electricity, gas, domestic coal, postage – second class letter, telephone – private subscriber local call, rail fares, bus fares, motoring costs and finished steel.

Mr Hattersley gave the information set out in the table (right). Separate indices were not available for bus fares so figures had been given for total fares and the rail fares component. The motoring costs' index included a small element of cycling costs. From movements in the intervening years it would be seen that the increases were concentrated in the first half of the period and, in the case of a number of the nationalised industries, reflected in part the phasing out of accumulated deficits.

Mr Lamont also asked for the average annual rate of inflation for each of the following periods: July 1945 to October 1951, October 1951 to October 1964, October 1964 to June 1970, June 1970 to February 1974 and February 1974 to the latest available date could be published.

Mr Hattersley said the increases were:

RETAIL PRICES IN THE UK

	Per cent per annum
Jul 1945 to Oct 1951	3.8
Oct 1951 to Oct 1964	3.1
Oct 1964 to Jun 1970	5.1
Jun 1970 to Feb 1974	9.5
Feb 1974 to Feb 1979	15.5

Source: The cost of living index, the interim index of retail prices, the general index of retail prices.

Public bodies' expenditure

Peter Rost (South East Derbyshire) asked the Secretary of State for Trade whether he would estimate, in the case of each quasi-autonomous non-governmental organisation for which he was responsible, the total expenditure for each year to 1977-78 since its establishment.

Mr Clinton Davis said there was no official definition of a quasi-autonomous non-governmental organisation. The following relevant public bodies (other than nationalised industries) to which he made appointments publish their expenditure:

NATIONALISED INDUSTRIES AND MOTORING COSTS PRICE INDICES — March 1974 = 100

	Mar 1974	Mar 1975	Mar 1976	Mar 1977	Mar 1978	Feb 1979
Retail prices [1]						
Electricity	100	137	188	220	249	265
Gas	100	112	139	154	169	170
Domestic coal	100	127	160	194	223	251
Postage						
second class letter	100	183	217	217	233	233
Telephone						
private subscriber local call	100	150	300	300	300	300
Fares	100	123	166	200	229	254
of which, rail fares	100	118	172	215	247	272
Motoring and cycling	100	130	149	171	188	206
Wholesale prices [2]						
Finished steel	100	154	164	214	228	237 p

Sources: [1] General index of retail prices (Department of Employment). [2] Wholesale price index (Department of Industry).

Advisory Committee for the National Film Development Fund, Air Travel Reserve Fund Agency, British Film Fund Agency, British Tourist Authority, English Tourist Board, National Film Finance Corporation.

The relevant figures for the Simplification of International Trade Procedures Board are as follows: 1970-71, £36,000; 1971-72, £68,000; 1972-73, £74,000; 1973-74, £88,000; 1974-75, £119,400; 1975-76, £154,000; 1976-77, £207,600; 1977-78, £271,000.

As regards the other public bodies to which I make appointments, the expenditure is either trivial or could not be obtained without disproportionate cost.

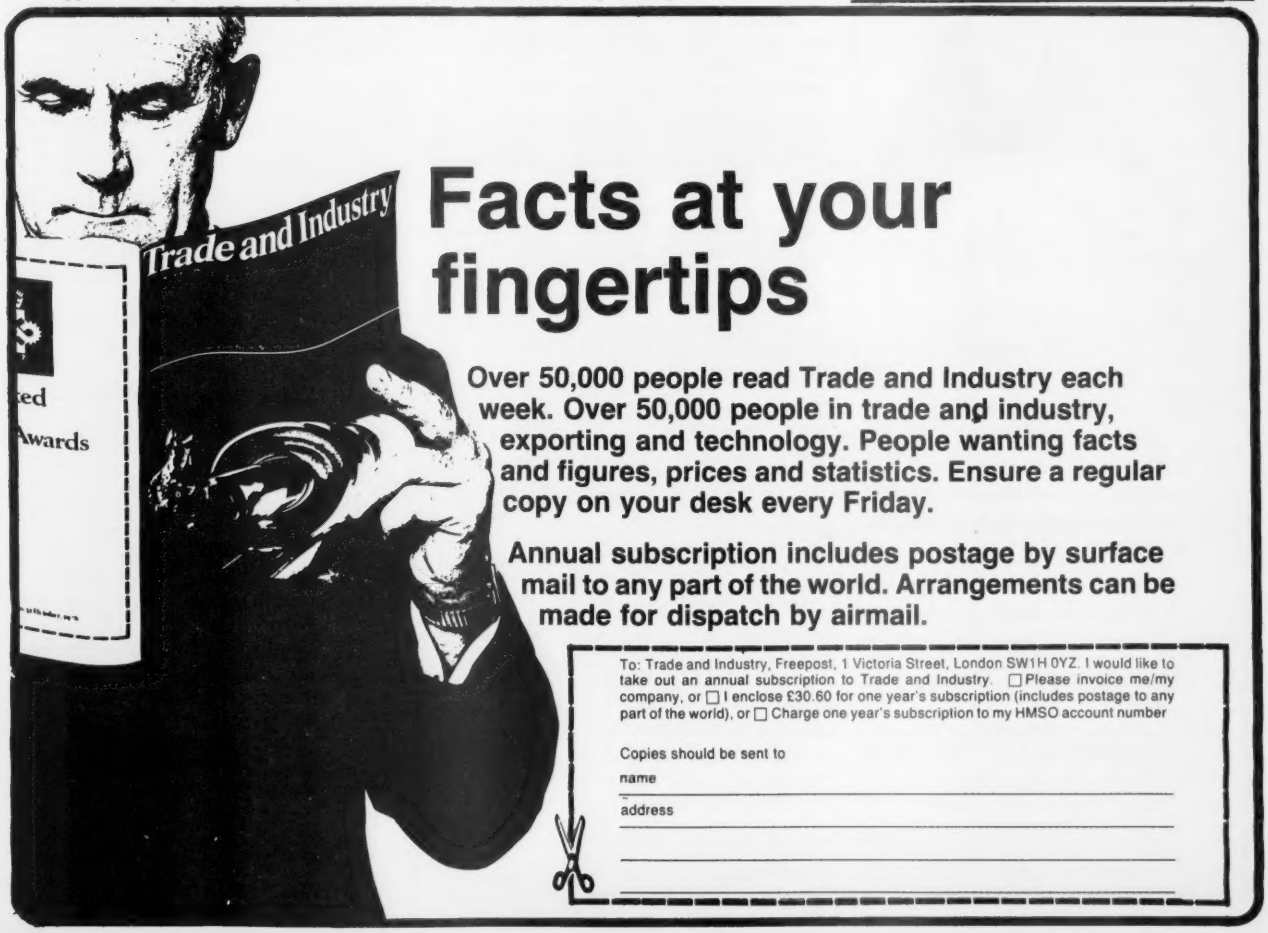
Mr Rost also asked the Secretary of State for Industry whether he would estimate, in the case of each quasi-autonomous non-governmental organisation for which he was responsible, the total expenditure for each year to 1977-78 since its establishment.

Mr Huckfield said the term quasi-autonomous non-governmental organisation was not officially defined. For the following relevant public bodies (other than nationalised industries) to which the secretary of state makes appointments the expenditure is published:

Design Council
Design Council Scottish Committee
English Industrial Estates Corporation
National Research Development Corporation

For other public bodies to which he made appointments, the expenditure was either trivial or the information would be too costly to produce.

Parliament was dissolved on 7 April, pending the general election on 3 May, and is due to be reconvened on 9 May.



Facts at your fingertips

Over 50,000 people read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage by surface mail to any part of the world. Arrangements can be made for dispatch by airmail.

To: Trade and Industry, Freepost, 1 Victoria Street, London SW1H 0YZ. I would like to take out an annual subscription to Trade and Industry. ☐ Please invoice me/my company, or ☐ I enclose £30.60 for one year's subscription (includes postage to any part of the world), or ☐ Charge one year's subscription to my HMSO account number

Copies should be sent to

name

address

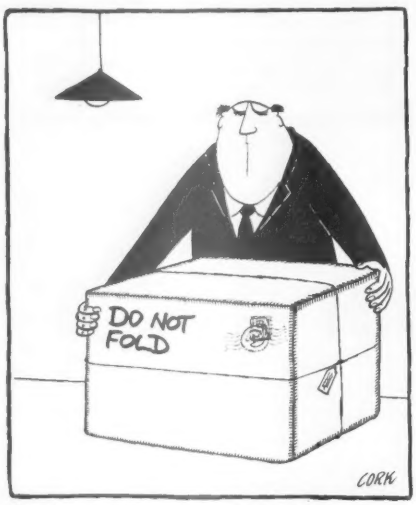
New publications

Learning some lessons on product liability

'Product liability crisis' has been a familiar emotive headline in the United States in recent years. While interest in the subject on this side of the Atlantic has not developed in quite the same dramatic way, even here the pendulum is clearly swinging in favour of the consumer.

In his examination of the UK position Howard Abbott, a well-known name in the product liability field, takes conditions in the United States into account, noting in his introduction that 'by the end of the decade' the situation in Britain will almost certainly change, 'bringing with it the concept of strict liability in some form or other'.

Convinced that we can learn from the United States experience, Mr Abbott has outlined a product safety programme which he sees as the key to possible developments in this country. Implementation of the programme would involve companies in setting up a product safety group concerned with the problems of product safety in marketing, public relations and insurance.



Good products need careful handling.

The author introduces his subject with a chapter on the European movement and includes the texts of the important Council of Europe convention and draft EEC directive. Each chapter has its own summary and references, making the book a practical guide for management.

Another addition to this growing literature is a new periodical entitled *Product liability international* which will attempt to keep readers informed of worldwide developments. First published in January this year, the publication aims to cover varied topics, from technical auditing to exports by multinationals to the United States. There is a separate legal section which is planned to develop as a continuous casebook with its own separate index. For up-to-date news on current developments this journal, the first in Britain to be entirely devoted to the subject of product liability, should prove of long-term value.

Product Liability: an exercise in corporate survival, by Howard Abbott. Lloyd's of London Press Limited, 1978. vi, 101 pages; paperback £4.50. (ISBN 0 904093 52 2).

Product liability international. Lloyd's of London Press Ltd. Monthly. January 1979. Subscription £57.00 (UK).

Market facts summarised

Up-to-date information on industrial and consumer markets is often needed quickly. Sources enabling in-depth research can be difficult to identify.

A new series of market surveys – 'Key note' – meet both of these needs, providing a concise overview of the size, trends and composition of selected market sectors, and including detailed financial results for the leading companies and extensive lists of further sources. Over 200 titles are presently available individually or at a special rate for the complete set. Subjects range from agricultural machinery to xerography, from health foods to funeral services.

The strength of 'Key note' lies in the coverage of offbeat areas, the summary presentation of salient facts, opinions and forecasts and detailed sources for further research. However, the articles themselves tend to be superficial, lacking economic penetration, and there is some duplication with existing sources such as Mintel, Jordan, and Inter Company Comparisons – let alone published government sources. But they will be of value to those needing quick summary information, or looking for new sources to further in-depth research.

Key note business information. Key Note Publications Ltd, 22 Danbury Street, London N1 8JU. 1978. £12 per single issue. £600 for the complete set.

Energy: the future for Europe

Events overtake forecasts in the energy field so quickly these days, that it takes a bold person to make predictions. Nevertheless one has to look to the future or planning becomes impossible, and so any forecast, whether it precedes a significant change or not, is of value.

Between 1950 and 1973 world commercial energy consumption rose by over 5 per cent a year, but between 1973 and 1977, because of the huge price increase of oil this rate more than halved as countries tried to reduce their dependence on foreign supplies. Clearly, this was a time when many countries looked again at nuclear power.

And some of the problems which may result from the switch to this form of energy in the future are outlined in part one of a study of 'The European energy outlook to 1985' which Staniland Hall issued late last year. The main problems of expanding nuclear power are public opposition and the steeply rising capital costs of nuclear station construction since real term oil prices fell. As a result most nuclear programmes are likely to be reassessed.

The survey in question is divided into two parts. The first discusses the recent history of world energy, especially developments in the oil market and makes an assessment of the likely effect of future changes on the international energy scene.

Part two consists of detailed tables and chapters on each west European country. Primary energy consumption is forecast to increase at a rate of 3 per cent per annum and, while coal consumption is expected to remain fairly constant, a gradual decline in coal production is envisaged. Oil, says the survey, should continue to be the most important source of energy in western Europe but the growth rate will be well below pre-1953 figures and natural gas and primary electricity consumption are expected to rise significantly. Production of oil, gas and nuclear power are also likely to rise substantially, especially oil in the UK and Norwegian sectors. Fuel imports are forecast to rise generally by about 20 per cent between 1977 and 1985.

Authors George Ray and Colin Robinson acknowledge the limitations of their forecasts which they say 'can only help to reduce the uncertainty of the future; they cannot tell us precisely what will happen'. But their book provides useful insight on international energy trends.

The European energy outlook to 1985, by George Ray and Colin Robinson. Staniland Hall, Associates, 42 Colebrook Row, London N1 8AF. 1978. iii, 123 pages; ringbound £60.00.

Supply and demand in the shipping market

In terms of effective carrying capacity, about 20 per cent of the total world merchant fleet of 629 million dwt is currently surplus to requirements, according to the latest 'Annual review of world shipping' from Terminal Operators Ltd. The review identifies the point at which the demand for cargo-carrying capacity balances the availability of tonnage by translating

A library for exporters

Trade and other economic statistics from almost every country in the world, including the UK, are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 368/369, telex 886143 (DTI Export LDN). A modern well-equipped library of over 100 000 volumes, it has a public reading room equipped with microfiche readers and photocopying facilities. Among the documents available are foreign trade directories covering some 170 countries and selected trade fair catalogues. The library is open from 09.00 to 17.30, Monday to Friday (last passes for the building are issued at 17.15).

predictions of cargo volume into demand in tonne-miles. Although a supply/demand equilibrium could be achieved by 1981, the authors warn that this might be delayed, since owners anticipating an improvement in the market might order new tonnage without increasing the scrapping rate, and so prolong the surplus.

The review includes a preliminary short-term forecast of shipping supply and demand based on the current situation. And, in the light of the complex market forces which now characterise all shipping markets, principally the growth of the world fleet, international trade, and changing ship productivity, the review surveys in detail the major factors to be considered.

Terminal Operators is a well-known consultancy company specialising in surveys and reports relating to all aspects of the shipping industry. The company's expertise is apparent in this review which is based on a careful analysis of well-accumulated information.

A review of the shipping market to 1981, by Terminal Operators Ltd, Rodwell House, Middlesex Street, London E1 7HJ. 1979. iii, 60 pages; ringbound £65.00 (UK) £67.00 (overseas).

Departmental publications not sold through HMSO

This list includes material issued by the Departments of Industry, Trade, Prices and Consumer Protection, and Energy; the Monopolies and Mergers Commission; the Office of Fair Trading, and the Price Commission which was notified to the compiler during March.

Department of Industry

Industrial planning division

Condition monitoring: an introduction. 1979. 1 folded sheet. (Information sheet publicising a 'Guide to the condition monitoring of machinery'.)
Department of Industry, Industrial Planning Division 3, Room 314, Ashdown House, 123 Victoria Street, London SW1E 6RB.
National Enterprise Board: facts and figures. 1979. 21 pages. (Out of print.)

Paper, timber, minerals, metals and miscellaneous manufactures division

National anti-waste programme

Save and recycle: directory of waste collections. [1979.] 82 pages.
Single copies only, available from: National Anti-Waste Programme, Freepost, London SW1E 6RB.

Research and technology requirements and perspectives division

Industrial energy thrift scheme. Report no. 4: Energy use in shipbuilding and marine engineering industries. A report prepared by the Production Engineering Research Association. 1979. 28 pages.
Industrial energy thrift scheme. Report no. 5: Energy use in the abrasives and miscellaneous building materials industries. A report prepared by the British Ceramic Research Association. 1979. 22 pages.
Department of Industry, Ashdown House Library, 123 Victoria Street, London SW1E 6RB.

Technology Reports Centre

R&D abstracts. Vol. 39. no. 3, 1 February 1979.
R&D abstracts. Vol. 39, no. 4, 15 February 1979.
Available on annual subscription of £48 from Department of Industry, Technology Reports Centre, Station Square House, St Mary Cray, Orpington, Kent BR5 3RF; free to government departments and certain other official bodies.

Department of Trade

Accidents Investigation Branch

AIB bulletin. No. 3/79. 27 March 1979. 13 pages.
Department of Trade, Accidents Investigation Branch, Room 401, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

British Overseas Trade Board

BOTB news, no. 5. March/April 1979. 8 pages.
BOTB, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU.
British Overseas Trade Board: report 1978. 1979. 44 pages.
Department of Trade, BOTB, Publicity Unit A, 1 Victoria Street, London SW1H 0ET.
Hints to businessmen series (price £1 + 20p p & p each):
People's Republic of China. 1979/80. 52 pages.
Hints to exporters series (price £1 + 20p p & p each):
The Gambia. 1979/80. 40 pages.
Republic of Ireland. 1979/80. 48 pages.
Philippines. 1979/80. 48 pages.
Available from: BOTB, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU.

British Overseas Trade Board, in association with Arlington Management Publications Ltd

International directory of published market research. 1979 (third edition). 491 pages. £12.75/$39.75 (overseas).
Available by post from: International Directory of Published Market Research, BOTB, Export House, 50 Ludgate Hill, London EC4M 7HU; or to personal callers at the BOTB, Publications Sales Unit, Export House. Cheques to be made payable to the International Directory of Published Market Research.

Companies division

Code of conduct for companies with interests in South Africa: reports published in respect of the period up to 30 June 1978.
This set of documents has not been published, but is available for reference, by appointment at: Department of Trade Library, Room LG30, 1 Victoria Street, London SW1H 0ET.

Marine division

Improved arrangements to combat pollution at sea. 1979. 64 pages.
Department of Trade, Marine Library, Room G7, Sunley House, 90 High Holborn, London WC1V 6LP.
Marine radar maintenance examinations: regulations and guide. 1979. [49 pages.] For internal use of colleges and those engaged in examinations only.

Shipping policy division

The joint operation of container fleets. 1979. 4 pages + appendices.
Department of Trade, Shipping Policy Division, Room 711, 1 Victoria Street, London SW1H 0ET.
Liability and compensation for marine oil pollution damage: report of an inter-departmental group. 1979. 27 pages.
Department of Trade, Marine Library, Room G7, Sunley House, 90 High Holborn, London WC1V 6LP.

Department of Prices and Consumer Protection

Dangers and disasters: a consumer education pack on safety. [22 students' worksheets plus teachers' notes, produced by the Department of Prices and Consumer Protection, British Standards Institution and Consumers' Association.] 1979. 68 pages + worksheets.
Department of Prices and Consumer Protection, Room 2506, Millbank Tower, Millbank, London SW1P 4QU.

Consumer safety unit

The home accident surveillance system: analysis of domestic accidents to children. 1979. 66 pages.
Department of Prices and Consumer Protection, Consumer Safety Unit, Room 1930, Millbank Tower, Millbank, London SW1P 4QU.

Metrology, quality assurance and standards division

Guidelines for government representatives on standards committees. 1979. 20 pages.
Department of Prices and Consumer Protection, Metrology, Quality Assurance and Standards Division, Room 2814, Millbank Tower, Millbank, London SW1P 4QU.

Departments of Industry, Trade, and Prices and Consumer Protection

Common services

Economics and statistics division

A comparative study of seaport management and administration, by R. O. Goss. 2 vols. 1979. 396 pages.
Department of Trade, Marine Library, Room G7, Sunley House, 90 High Holborn, London WC1V 6LP.
Monthly review of external trade statistics, no. 41, February 1979. [142 pages.] £3.00.
BOTB, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU.

Libraries

Department of Energy Library

Energy bibliography 1979/81. Energy forecasts: selected references 1974 to 1978, compiled by Charlotte Atkinson. 1979. 20 pages.
Department of Energy Library, Room 1020, Thames House South, Millbank, London SW1P 4QJ.

Solicitor's Library

Periodicals and law reports list. 1979. 6 pages.
Solicitor's Library, Monsanto House, 10-18 Victoria Street, London SW1H 0NQ.

Statistics and Market Intelligence Library

Development plans available in the Statistics and Market Intelligence Library. (Sources of statistics and market information – 6.) 1979 (revised edition). 22 pages.
Saudi Arabia and the Gulf States. (Sources of statistics and market information – 7.) Compiled by Wendy Fiander. 1979 (revised edition).
Department of Trade, Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Department of Energy

National energy managers' conference, held at the National Exhibition Centre, Birmingham, from 10-11 October 1978.
Papers:
Burner operation in the process industries, by G. H. Leaver. 1978. 14 pages.
The efficient use of electric motor drive systems, by D. E. Knights. 1978. 13 pages.
The efficient use of energy combustion control, by C. W. E. Hardy. 1978. 29 pages.
The efficient use of energy drying operations, by H. B. Weston. 1978. 13 pages.
Energy audits, by B. Buss, 1978. 19 pages.
Energy conservation in the government estate, by H. Dixon. 1978. 15 pages.
Energy conservation in health service buildings, by D. F. Nicholson. 1978. 17 pages.
Energy conservation in industrial and commercial buildings, by Ronald C. Kirkwood. 1978. 18 pages.
Energy conservation in universities: a case study of a Cambridge college, by David Croghan. 1978. 22 pages.
Energy management in the commercial sector, by G. C. Colwell. 1978. 17 pages.
Factory services metering, by I. G. Graham. 1978. 13 pages.
Factory services, steam services and insulation, by T. B. Sansom. 1978. 9 pages.
Government assistance and advice, by Dr J. A. Catterall. 1978. 13 pages.
Heat pumps, by R. L. J. McLaren. 1978. 10 pages.
Heat recovery, by G. Applegate. 1978. 17 pages.
Heat recovery: supplementary paper, by G. Applegate. 1978. 11 pages.
Implementing an energy management policy, by R. H. Kay. 1978. 13 pages.
Industrial combined heat and power: a case history, by J. D. Gurney. 1978. 27 pages.
Managing energy in buildings, by P. H. Bond. 1978. 10 pages.
The need for energy management, by Sir David Steel. 1978. 11 pages.
A policy for more efficient street lighting, by Gordon Roberts. 1978. 17 pages.
Preparing a case for investment, by Brian Locke. 1978. 14 pages.
Role of top management, by J. R. S. Morris. 1978. 12 pages.
Microfiche copies available from Department of Energy Library, Room 1020, Thames House South, Millbank, London SW1P 4QJ.

Office of Fair Trading

Assessment of advertisements. 2 vols.
Report on stage one of a research project. 1978. 339 pages + tables and appendices.
Report on stage two of a research project. 1978. 44 pages + tables and appendices.
Prepared for the Office of Fair Trading by the British Market Research Bureau Ltd. £25.00 for the 2 volumes.
Office of Fair Trading, Room 112, Field House, Bream's Buildings, London EC4A 1PR.

Technology news

Computer research and training programme proposed

A major programme of additional academic research and training to help the UK gain maximum benefit from the advent of low-cost microprocessor systems in particular and advanced microelectronics technology in general has been proposed by a Science Research Council panel, under the chairmanship of Mr D. H. Roberts of Plessey Components Ltd.

The 'Roberts panel' recommendations are far reaching and encompass schools and undergraduate education as well as postgraduate training and research. The main areas for council support were identified as industrial robotics, microprocessor-based instrumentation and specific research topics on the technology and use of computers, especially the simplification of the way people communicate with computers – the 'man-machine interface'.

In the field of postgraduate training the panel recommends that attention should be directed toward the provision of scientists and engineers with an adequate technical training in modern computing, with major emphasis on microprocessors and their applications.

The council has accepted the panel's recommendations in principle, subject to the drawing-up of detailed, costed proposals and to discussions with other bodies to define the extent of the council's role in some of the areas covered. An implementation group of the council's engineering board, under the chairmanship of Professor J. Brown of Imperial College, London, has been appointed to oversee the preparation of detailed plans.

Copies of the report 'Proposed new initiatives in computing and computer applications' may be obtained from Dr P. C. L. Smith, SRC, PO Box 18, Swindon, Wiltshire.

Air flotation disposes of abattoir effluent

The effluent problems of Jotcham Brothers, a large west country abattoir complex have been solved by Carborundum Environmental Systems of Ossett, west Yorkshire, using a disposal system based on the dissolved air flotation principle. Not only has the system proved to be the most efficient in terms of waste recovery but biological oxygen demand values are considerably less than those achieved through sedimentation. As sewage charges are based on these values, the equipment has an easily measurable pay-back period.

Abattoir waste is not an easy substance for disposal. On the one hand it has a high biological oxygen demand value and is therefore unacceptable to sewage authorities in untreated form, but conversely its contents of gross and solution fats are in themselves valuable and worth recovering. For these reasons, traditional methods of sedimentation or chemical treatment are very much second best, the one because of its inherent inefficiency and the other because it makes recovery of usable products impossible.

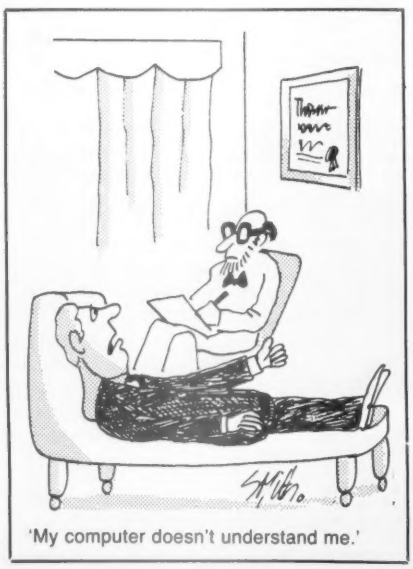
The dissolved air flotation system operates by means of injected air on the Venturi principle which introduces a specified amount of air into the sludge to raise a specified quantity of solid effluent to the surface. The solid effluent is then skimmed ready for re-cycling and the resultant treated water flows over a weir plate into the sewage system. The system is especially suitable for lightweight wastes particular to the abattoir and rendering industry as a whole.

US process software available in UK

A joint technological collaboration and marketing agreement has been signed by the Department of Industry's Computer Aided Design Centre (Cadcentre), Cambridge and AAA Technology and Specialties Co Inc (AAAT), Houston, Texas. Under the agreement, the process design and graphics software of Cadcentre will be made available throughout north America, and the centre will make available throughout Europe the vessel analysis and design and the pipework analysis computer programs developed by AAAT.

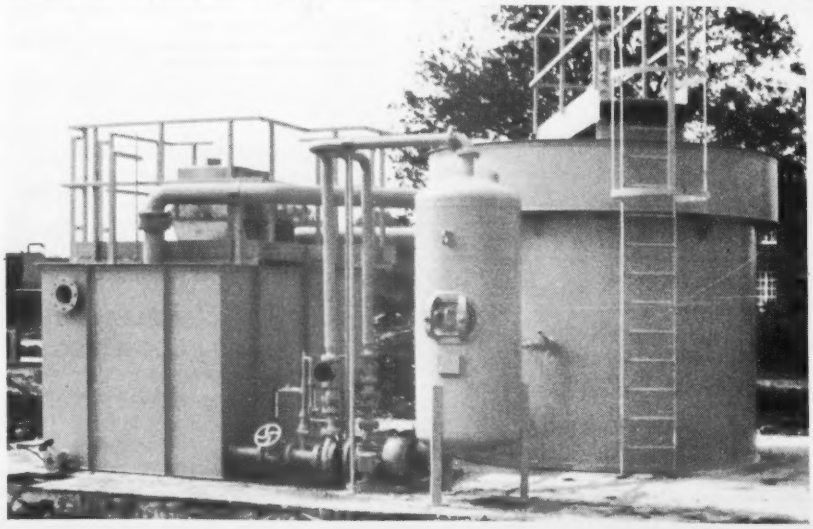
The agreement represents a major commitment by both organisations to provide, on a worldwide basis, the most comprehensive set of programs to assist engineering companies active in chemical engineering design and manufacture. This is particularly important for multi-national organisations because all their offices will now be able to work to common standards using the same professionally supported computer software.

As a result of this agreement the library of programs for process industries now marketed by Cadcentre will be extended to consist of: Symbol, mass balance calculations for any process; Concept, process design and simula-



'My computer doesn't understand me.'

Valuable fats are recovered in this air flotation effluent treatment system at Jotcham Brothers.



tion for chemical and allied industries; Multicol, design and simulation of distillation columns, interlinked towers; Keydata, physical property data system; Economist, capital cost estimation of chemical industry projects; Tri*flare, flare relief header design system; Tri*steam, simulation and design of steam utility systems; Stem, a design and draughting package for heat exchangers; Tanks, bottom, shell and roof tank design for estimating, draughting and orientation detailing; Tri*vessel, pressure vessel analysis and design; Flange, design of circular bolted flanges to BS 5500; Tri*flange, design of circular bolted flanges to ASME VIII; Werco, local stresses in vessel shells at clip and nozzle connections due to external loading; Pipenet, analysis of flows in complex piping networks; Pegs, project engineering draughting and management system; Triflex, piping system analysis and design; Tri*roto, pipe loading calculations for rotating equipment; Tri*mat, design of octagonal mat foundations; and Tri*drill, drilled pile footing analysis and design.

Further information is available from the Marketing Department, Computer Aided Design Centre, Madingley Road, Cambridge,CB3 0HB, tel. Cambridge 63125.

British fluidised bed technology in US energy storage study

Coal Processing Consultants Ltd (CPC) has extended its activities in fluidised bed combustion of coal by gaining a contract in the United States to study the application of this technology to compressed air energy storage, a new approach to providing peak-load electrical power without burning costly liquid fuels.

The 17-month study is funded by the US Department of Energy's Pacific Northwest Laboratory which is operated by the Battelle Memorial Institute. The study will evaluate the technical and economic feasibility of a peaking power generating system that combines an underground compressed air energy storage system with a coal-fired fluidised bed combustor.

The United Technologies Research Center of Hartford, Connecticut, is the prime contractor for the $220,000 contract, and has subcontracted the fluidised bed combustion aspects to CPC, a joint company of the National Coal Board and Babcock and Wilcox Ltd. Both of the consultants' parent companies have been involved in the development of fluidised bed combustion for many years.

Interest is growing in new means of meeting peak electricity demands without using premium fuels. This concept appears to offer the potential for supplying both peak and mid-merit power in an environmentally acceptable manner. Off-peak electricity is used to compress air in storage caverns, the energy being recovered at times of peak electricity demand by heating the air using fluidised bed combustors and expanding it through gas turbines.

The outcome of the present study will be a preliminary design concept. An estimate will also be produced of what such a plant would cost to build and operate, and an analysis of potential market applications for plants of this type up to the year 2000.

New products

Weight digitiser meets wide range of duties

An electronic weight digitiser designed to fulfil an exceptional variety of operational needs has been introduced by W. and T. Avery Ltd. Designed chiefly, but not solely, for Avery load-cell weigh-bridges, the CTB Mk II is a fully electronic desktop unit engineered to give a fast and unambiguous digital read-out of weight to the official accuracies stipulated for stamping.

In standard form, the digitiser is available in six metric capacities from 40 to 60 tonnes, all providing weight indication to within one-six hundredth part of full capacity. Other features include push-button zeroing to within 1/48 000 part of full load to compensate for spillage on the weigher. Models with dual ton/tonne graduations can also be supplied, the display being switched between denominations by push-button.

The digitiser can be supplied in forms to meet a wide range of duties. Modular interfaces and accessories can be added to provide various print-outs by Avery electronic printer, binary coded outputs for computer processing, remote displays, local or remotely set taring, preset cut-offs, axle-weighing, vibration suppression, and intrinsic safety features.

The solid-state CTB, which incorporates compensation for both individual and group load-cell characteristics, is inherently stable and reliable with a rapid speed of response – adjustable to suit conditions – and a high resistance to electrically noisy environments. It indicates by a display in 25 mm high seven-segment numerals. The display system contains up to 6000 weight increments. This means that on a 60 000 kg-capacity unit, weights can be read to accuracies of ±10 kg.

Further information: circle 380

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Automatic copiers save operator time

Rank Xerox (UK) Ltd has launched a new range of three duplicators for the British market. The Xerox 9400, 5400 and 3400, all incorporate microprocessors. All three machines are designed to give maximum productivity, carrying out many functions automatically, thus releasing the operator to carry out other tasks.

The Xerox 9400 is designed for the high-volume user with 100 000 copies per month. Double-sided copying is completely automatic, using the auxiliary paper tray to feed imaged originals back through the machine. All this is done at a rate of 7200 copies per hour.

The automatic document handler feeds up to 200 originals on to the platen of the 9400, leaving the operator free to work on other jobs. Sorting is by two 25 bin modules, each bin having a capacity of 100 sheets. For example,

Modular interfaces and accessories provide various print-outs and outputs for computer processing and other tasks.

20 sets of a five page document copied double sided from 10 originals would be ready for collection in about two minutes. It is capable of high-quality duplication from difficult originals. Three fixed reduction ratios and a variable zoom reduction are also featured.

For users making between 15 000 and 50 000 copies per month, the Xerox 5400 makes copies at a rate of 45 per minute. Two paper trays enable the machine to make double-sided copies automatically. There are 20 bins in the on-line sorter, each with a capacity of 50 sheets. The sorter is bi-directional, thus speeding up sorting time. The semi-automatic document handler will accept originals up to 215 mm by 356 mm. It places documents on the platen and after the required number of copies have been made, it stacks the originals in the correct order. The 5400 will copy from virtually any original, push-button controls allowing the operator to compensate for light originals or coloured backgrounds. Bound volumes and artwork paste-up may be copied by manually placing them on the platen.

The Xerox 3400 is designed to bring greater productivity to the low to medium copy volume user, making between 5000 and 25 000 copies per month. A compact, yet sophisticated machine, the 3400 copies at a rate of 26 copies per minute. An integral 15 bin sorter copies as fast as they are printed, each bin taking up to 50 sheets. Originals placed on the document handler are automatically positioned on the platen and ejected after copying.

All three machines have common technology. Using microprocessors, each of the machines has a diagnostic code system which tells the operator the reason for a malfunction. Similarly, engineer time is reduced by use of the diagnostic support system. Should there be an interruption in a job, however complex, this is not a problem as all three machines have a 'job recovery' facility.

Further information: circle 381

Alignment laser is lighter and more compact

An alignment laser for mining and tunnelling operations, lighter and more compact than previous models and accurate to 50 mm in 500 m, has been designed and developed by Survey and General Instrument Co Ltd. Most tunnelling lasers are heavy and cause severe carrying and mounting problems especially in the confined spaces associated with mine and tunnel workings. This new model is 4.5 kg lighter than any previous similar equipment and can be moved from one location to another in two sections.

Much of the weight has been saved by using a new flexible, shock resistant material with high thermal conductivity that surrounds the laser and power pack. The laser tube is metal instead of the more conventional glass and this both helps dissipate heat and increases the unit's resistance to mechanical shocks. The mounting system enables the unit to be used in almost any position on the walls, floor or even suspended from the roof. The positioning is not critical as both vertical and horizontal controls can be adjusted plus or minus 10 degrees.

The laser has a controlled output of 125 microwatts per square centimetre, although a more powerful version is available. Its power supply is 12 volt dc, 115 volt ac or 240 volt ac depending on customer requirement. A smaller and lighter variant is also available for use where dangerous gases are not present.

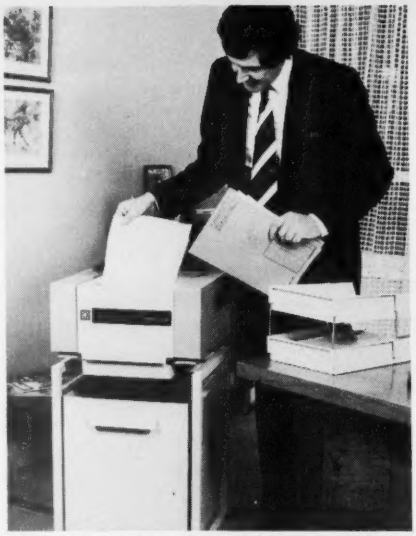
Further information: circle 382

Compact alignment laser in use at a southern England colliery.

Documents shredded into minute pieces

The 'X' in the new Fordigraph X9 shredder from Ofrex Ltd refers to the machine's cross-cut action, which in seconds reduces a sheet of paper to thousands of minute and illegible fragments. It is designed to satisfy the increasing demands from government, business and industry for completely secure and convenient document destruction.

In one fast and simple action up to five sheets of A4 paper can be passed through its 216 mm throat, one sheet alone making 7000 unreadable paper chips. The ¾ hp X9 motor will accept a continuous stream of classified or confidential documents including technical data or telex messages. It operates quietly and efficiently at the rate of 18 m per minute. Shredded material is ejected into an integral metal container which is easily removed for emptying.



Confidential information quickly and quietly destroyed.

The single control switch incorporating forward and reverse movement is conveniently placed and an automatic mechanism cuts out the power drive on overload. All moving parts are completely encased, and safety and easy access are features of the hinged cover which houses them. On lifting it to gain access to the cutting head for cleaning or oiling, the power to the motor is automatically disconnected. The whole shredder is designed so that even the most inexperienced operator is safeguarded. In the event of an emergency failure of the mains supply, it is perfectly possible to carry on using it with the aid of a handle supplied with the machine.

Further information: circle 383

HGV aluminium tilt body for all purposes

A tilt body with an all-aluminium structure for heavy goods vehicles has been introduced by Ingimex Ltd of Telford. It gives the operator a versatile rig up to 7.3 m long, and can be made to TIR regulation standards. The deck is built from interlocking aluminium extrusions, and can be used as a flat bed without sideboards or superstructure. The body can also be used as an open-topped dropside, or with the addition of frame and tilt for covered loads.

The sideboards are extremely rigid, incorporating box sections at top and bottom, and feature the usual Ingimex flush finish with recessed locks, hinges and hooks. The tilt frame is demountable and embodies another Ingimex refinement, one-piece side, rear, and roof grids also in aluminium and easy to handle. The tilt cover itself is made with side flaps that can be individually opened to give access to any part of the load.

Any vehicle can be equipped with the new design of body which, through its modular concept, will readily adapt to any size including the international metric pallet modules. Assembly of the body is quick and requires no special jigs or tools.

Further information: circle 384

European community news

Foreign ministers agree on Greek accession

Major outstanding points in the Greek accession negotiations were settled at the joint EEC-Greece ministerial negotiating session following the foreign affairs council in Luxembourg on 2 and 3 April.

Subject to the settlement of minor points and to the need for the preparation of final detailed texts, the target date for signing the accession treaty in Athens is late May.

Reporting on the council in a written parliamentary answer on 4 April, Secretary of State for Foreign and Commonwealth Affairs David Owen said that, subject to a reservation from one member state, it was agreed that the commission should initial the text recording the outcome of the Gatt multilateral trade negotiations.

Wilhelm Haferkamp, commissioner for external relations, had reported on his recent visit to Tokyo for high-level talks with the Japanese government, Dr Owen added. During the visit, commissioner Haferkamp had stressed the need for improved access for community exports to the Japanese market.

Approval had been given to the preliminary guidance in official reports on the various items on the agenda for Unctad V, Dr Owen indicated. The council had also confirmed that community co-ordination was important and that detailed work should be completed as soon as possible in line with the council's belief that Unctad V was a politically important step in the north-south dialogue, to which the community should make a properly prepared and positive contribution. This subject would be discussed again at the 8 May council.

Following previous discussion by agriculture ministers, Dr Owen explained that some progress had been made towards agreement on support measures for new potatoes under a community regime. This could facilitate the early removal of current obstacles to implementation of the agreed tariff concessions for 1979 Cyprus new potatoes.

Negotiations taking place with China for an agreement on trade in textiles had also been discussed but the council had not been able to reach final agreement on the details of the offer to be made to the Chinese.

Dr Owen explained that ministers had instructed officials to consider further the problems that had arisen over the timing of the closure of the polls of direct elections in member states.

It was also agreed, he said, that the commission should have further bilateral discussions with the UK and Italy on the revised proposals on state aids to the steel industry. Dr Owen pointed out that the council would consider the matter again on 29 May.

There was brief discussion on negotiations for a voluntary restraint arrangement on Spain's steel exports and of the related question of the UK anti-dumping duty on Spanish stainless steel bar. Discussions were continuing with a view to finding early solutions.

The joint foreign affairs/finance council on 2 April considered the suggestions for raising the ceiling of own resources revenue contained in the commission's discussion document 'Financing the community budget – the way ahead'.

Progressivity

Dr Owen said that Denzil Davies, Minister of State to the Treasury, had stressed the need for the introduction of progressivity in member states' budget contributions to make the revenue side of the budget re-distributive in its effect and a contribution to the aim of economic convergence. Mr Davies had stressed that a very strong progressive factor was essential, to offset the regressive nature of customs duties and agricultural levies.

Dr Own said he had stressed that the existing pattern of net contributions to the budget was totally at variance with the goal of economic convergence. The UK's present adverse budgetary and non-budgetary resource transfers reduced real income, increased the public sector borrowing requirement and thus caused higher interest rates which in turn had discouraged the investment needed to build up the British economy. He said he had emphasised that Britain would not agree to any new own resources until the common agricultural policy had been brought under control and budgetary burdens shared more equitably.

Dr Owen added that the council had also considered matters ensuing out of negotiations with Turkey, Yugoslavia, and the Association of Caribbean and Pacific countries.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Home news

Assistance of £85 million proposed for BS	51
Measures to prevent tanker accidents	54
Coking coal imports to be controlled	54

Parliament

Increase in retail food prices	59
French forklift regulations	59
Tyre dumping	59
Balance of trade	60
Motor vehicle output	60
Mfa and employment	60

Overseas trade news

Go-ahead given for MTN initialling	73
Notices to importers:	
1736: Proof of origin for household linens	76

Exhibitions

Frankfurt fair	78
Düsseldorf horse show	78
Berlin convention centre	79
Paris farm week	80

Country data

Netherlands	83

Devaluation of green currencies adopted in principle

Formal adoption of the regulations applying the devaluations of the green currencies, decided on in principle at the 5 to 6 March agriculture council, came at the 26/27 and 29/30 March agriculture councils.

The green pound sterling, the green Italian lira and the green French franc have all been devalued by 5 per cent, and the Irish green pound by 3 per cent. The green lira will be devalued by a further 4 per cent when farm prices for 1979 to 1980 are fixed.

The council agreed to extend the marketing years for beef and veal, milk products and dried fodder until the end of June, and the basic and buying-in prices for fruit and vegetables until May and June.

The council signified its agreement in principle to the directive on the marketing of compound feedingstuffs aimed at co-ordinating national marketing practices – for example, on labelling and packaging. This directive is an essential complement to the directive on the marketing of straight feedingstuffs adopted by the council on 23 November 1976.

Vice-president of the commission, Fin Olav-Gundelach, reported to the council on his recent visit to Thailand, where he had exploratory conversations with the authorities on Thai manioc exports into the community. The council took note of the results of these preliminary talks and instructed the special committee on agriculture to continue examining the questions raised.

The council deferred until 1 January 1980 the full entry into force of regulation (EEC) 2967/76 (published in *Official Journal* L339, 8 December 1976) laying down common standards for the water content of frozen and deep-frozen chickens, hens and cocks.

Pending that date, the council decided to seek agreement on the method to be used for determining the water content and instructed the special committee on agriculture to continue its examination of the matter.

No exchange control between UK and Irish Republic

In spite of the recent termination of the one-for-one parity between sterling and the Irish pound, UK authorities will not be introducing exchange control on transactions with the Irish Republic for the present, but will continue to keep a close watch on developments.

The Treasury announced on 30 March that

if it should become necessary to introduce UK exchange control on transactions with the republic, details would be given at the time.

Meanwhile, the Treasury points out, it should not be assumed that, if controls were imposed, Irish securities which may be held at that time by UK residents would attract the investment currency premium.

One-for-one parity between the Irish pound and sterling had continued after the start of the European monetary system exchange rate mechanism on 13 March. However, as a result of relative movements between sterling and the EEC currencies participating in the exchange rate mechanism, the Irish pound moved to its upper intervention point.

The Central Bank of Ireland therefore announced on 30 March new buying and and selling rates for the Irish pound.

Kraft liner amendments

Regulation (EEC) 2133/78 imposing a definitive anti-dumping duty on kraft liner and board originating in the United States and covered by Nimexe codes 48.01-15, 21, 27 and 31, has been amended to include Nimexe code 48.01-14: Kraft liner paper composed of two or more layers of different types.

The new regulation came into force on 30 March. Full details are contained in EEC regulation 572/79 published in *Official Journal* L77/1, 29 March 1979.

Alleged dumping of Spanish iron and steel

The European commission has received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of angles, shapes and U, I or H sections of iron or steel, not further worked than hot rolled or extruded (CCT subheading ex 7311 AI, Nimexe codes 7311-11, 12, 14 and 16) originating in Spain.

In conjunction with member states, the investigation is being carried out by the commission at community level in accordance with recommendation 77/329/ECSC on protection against dumping or the granting of bounties or subsidies by countries which are not members of the ECSC, as modified by recommendations 3004/77/ECSC and 158/79/ECSC.

Any information relating to the matter may be sent in writing to the Commission of the European Communities, Directorate-General for External Relations 200, rue de la Loi, 1049 Brussels.

Those interested may, by 23 April, make their views known in writing, in particular by replying to the questionnaire addressed to those known to be concerned and by providing supporting evidence.

Furthermore, the commission will hear those directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

It would be helpful if copies of all representations to the commission could also be sent to the Department of Trade's Anti-Dumping Unit, Room 405, 1 Victoria Street, London SW1H 0ET.

EEC – your questions answered

Need to know more about the EEC? Ring the EEC Information Unit on 01-215 4301 (four lines) between 10.00 and 17.00 hours. The unit provides a free information service for businessmen, answering general questions on the EEC directly or referring callers to specialist advisers.

Cosmetic labelling

Where can I find details of the EEC labelling and packaging requirements for cosmetic products?

These are contained in the cosmetics directive which was adopted on 27 July 1976 (text published in the *Official Journal* L262, 27 September 1976).

Article 6 of the directive provides that all cosmetic products marketed in the community should be clearly marked with the name or style and the address or registered office of the manufacturer or the person responsible for marketing the product. Such information may be abbreviated if the abbreviation makes it generally possible to identify the undertaking. Member states may require 'country of origin' marking for goods manufactured outside the community. The net contents, the expiry date for products with a stability of less than three years, and the batch number of manufacture or the reference for identifying the goods must also be shown.

In addition any particular precautions to be observed in use should appear on the container; where this is impossible for practical reasons, this information must appear on the packaging or on an enclosed leaflet, but in the latter case an abbreviated external indication must appear on the container, referring the consumer to the information specified.

Examples of information required

- ☐ For hairdressers only
- ☐ Not to be used for babies
- ☐ Can cause an allergic reaction. Contains resorcinol. Rinse hair well after application. Do not use to dye eye-lashes or eyebrows. Rinse eyes immediately if product comes into contact with them.

The directive does not require cosmetic products to list all the ingredients in their formulation. This is rendered unnecessary as substances which are likely to present a hazard to health (eg sensitisers) are included either in the list of prohibited substances (annex II); or in annexes III and IV listing those substances permitted to be used only in strictly limited concentrations and subject to appropriate warning labelling.

The directive also prohibits labelling which is false or misleading.

Regulations to implement the directive in the United Kingdom were made on 20 September 1978 and are available from HMSO (SI 1354). The regulations, which will be enforced by local trading standards departments, have a series of implementation dates, covering varying aspects of manufacture and wholesale and retail sales, between 15 October 1978 and 29 July 1981.

Further information may be obtained from the consumer safety unit of the Department of Prices and Consumer Protection, tel. 01-211 4607.

Products under surveillance

I have been told that certain products which I wish to import are subject to community surveillance and that a licence is required. What does surveillance mean and how how can I get a licence?

Where imports from certain non-EEC countries threaten to cause injury to community manufacturers of similar or directly competing products, or where the interests of the community require it, products may be made subject to surveillance by the community. Products under surveillance may enter into free circulation in the community only on production of a surveillance document (import licence) as required under EEC regulation 1439/74. Member states submit information obtained from these documents to the commission who can then extend or rescind the surveillance or, if necessary, impose quantitative restrictions to protect community producers. Products of community origin may not be subject to surveillance under EEC rules.

Apart from these selected products subject to community surveillance, certain other products are subject to United Kingdom national surveillance which operates in the same way. Individual import licences required for surveillance are normally valid only for a three month period. Details of goods under surveillance and licence application forms (form ILB/A) can be obtained from the Department of Trade's import licensing branch, tel. 01-603 4644.

EEC markets

I am doing some research on the European market potential for our company's products. Can you direct me to any useful reference material, particularly statistical sources?

The Department of Industry's statistics and market intelligence library (Smil) holds an extensive range of published trade, economic and general statistics, including the most up-to-date collection of European trade statistics in the United Kingdom. Augmenting these are foreign trade and telephone directories, catalogues of foreign manufacturers, mail-order firms and department stores, and commercially-published market reports. Many development plans are on view giving early indications of possible export markets.

The library, open to the public from 09.00 to 17.30 hours, Monday to Friday, has a large room suitable for desk research. Retrieval of market information is facilitated by abstracting and indexing services. Library staff will help visitors in locating information and they can answer quick reference questions by telephone or telex. A document-copying service for non-copyright material is also available. Bibliographies of sources of statistics and market information are prepared by the library from time to time. Tel. 01-248 5757 ext. 368 or 369.

Customs and Excise proposes changes to exports and community transit procedures

To bring UK procedures in line with those of other EEC member countries and with the requirements of a draft export directive which will harmonise community procedures, Customs and Excise proposes to make changes to the existing range of exports and community transit procedures over the next few years. It is intended that these will be in operation in the 1980s. This article explains the background to the work done in producing the new package of procedures and the thinking behind it, and itemises the proposed procedures. For the most part, these still have to be developed in fine detail but this will be done in the light of comments received as a result of consultation with those whose interests or responsibilities lie in the export field (see box on page 72).

EEC member states are given a certain degree of discretion in the details of their individual exports and community transit procedures. After a year of discussions with the Simplification of International Trade Procedures Board (Sitpro), Customs and Excise has produced a package of procedures designed to give UK exporters the widest range of options so that they can select those procedures that are best suited to their particular trading methods. The main change will occur in October 1981, when the existing customs assigned number (CAN) scheme will have to end, but others will be progressively made so as to avoid disrupting the flow of UK export traffic and to allow exporters to take full advantage of the easement they offer.

The joint customs/Sitpro study

Earlier proposals made by customs to change export procedures were overtaken in 1977 by the issue of the first draft of an EEC directive on harmonised export procedures. It was found that there was much in common, but also enough difference between, the EEC proposals to harmonise export procedures and UK customs' own proposals for change, to warrant a thorough-going study of all aspects of the procedures that affect exporters. The JCCC (joint customs consultative committee) therefore asked that customs undertake, with Sitpro, a full re-examination of the entire question and draw up a range of procedures that would give greatest benefit to UK exporters within the terms of the export directive.

The joint customs/Sitpro study group met first in December 1977 and concluded its work in December 1978. In considering the future export system, it gave full weight to the range of developments that had arisen since the export strategy was first conceived and which, in varying degrees, bear on the long-term structure of export procedures. They are:

The draft export directive. This directive lays down a basic system of pre-shipment control for all exports to third countries. The control will take one of two forms: either the lodging with Customs and Excise of a fully completed export declaration before shipment, or the use, by authorised traders of one or more of the simplified procedures prescribed in the directive. Under the simplified procedures, statistical information can be supplied after shipment provided sufficient documentary evidence about consignments, for example by the presentation of a commercial document, is lodged with Customs and Excise before shipment. As it would be impracticable to have different export procedures according to destination, it was decided that the directive had to be taken as a standard for all exports.

Community transit. The procedures for community transit (CT) at present operating in the UK do not require the presentation at offices of departure of details of, or supporting evidence about, the status of all goods or the intention to export them. Inherent in this system is the risk that the wrong status documents could be issued and that surplus T-forms could be generated which might be used for fraudulent purposes. It was agreed that CT procedures should be integrated with export procedures and that defects in the CT system should be corrected, thereby avoiding possible delays to UK exports at later stages during transit and bringing the community transit procedures into a condition in which they can provide unacceptable starting point for further simplification.

Community transit simplification programme. The EEC is currently seeking to encourage greater use of the full community transit procedure (as opposed to the use of purely status documents), in particular the premises version of it by approved consignors. Hitherto, the UK has not been able to promote that facility in the absence of full premises control procedures (local export control). It was agreed that the gap in procedures should be filled so that the simplification programme can be implemented in the UK.

National Economic Development Council's report on trading with Europe. The main thrust of the recommendations of this report is to eradicate unnecessary costs through the total export concept. Among the points it puts forward is the greater use of through-transport (premises to premises) techniques as much to avoid double handling, thereby reducing transport costs, as to avoid frontier delays. The prospect of that aim being fully realised should be considerably enhanced by the introduction of local export control and the greater availability of the community transit approved consignor procedure.

Requirements and aims of 1980s

The study group accepted that it was not possible to avoid the basic requirement of preshipment control laid down in the EEC directive. There are, however, a number of ways in which its impact could be minimised. Against the background of the considerations referred to above, and taking full advantage of the simplified procedures permitted by the directive, it was agreed that the export system for the 1980s should: be standard for all exports; provide simplified procedures both within the structure of community transit and the export directive for approved traders able to meet the necessary conditions; make suitable arrangements for each mode of traffic (basic maritime, ro-ro, container, air and rail) as well as for specialised traffic; be a positive aid to exporters and assist in the reduction of their transport costs; be directly linked to the mechanics of community transit to ensure the minimum of delay in transit to destination and the maximum respect for community transit documents issued in the UK; maintain the existing provisions for controlled goods and bring all other TI goods (those not in free circulation within the EEC) now outside those provisions within them; and provide certainty of full and accurate statistical return.

It was recognised that some of these requirements could be unwelcome to some sectors of the trade, but it should be emphasised that government and trade alike have a common interest in a successful and unimpeded flow of exports. This interest would not best be served by procedures that are simple at export, but lead later to delays at frontiers or at destination, the slow turn-round of plant, the tying-up of capital or of CT guarantees or the need for expensive follow-up inquiries to clear up unsatisfactory transactions. At the same time, Customs and Excise accepted that in implementing the simplified procedures, full advantage should be taken of existing commercial documents and procedures and that, so far as is practicable, they should be used in support of official procedures, replacing them wherever possible. The tests must, however, be certainty, efficacy and overall economy.

Translating these considerations into working procedures it was concluded that the main components of the export system for the 1980s should be:

- ☐ continuation of normal preshipment control procedures for all controlled goods.
- ☐ Simplified clearance procedure: this procedure is similar in most respects to the existing CAN system, except that, to meet the requirement of the EEC export directive for preshipment control, it will be necessary for a commercial document (or a skeleton C273) to be lodged with Customs and Excise before consignments are exported. At the present time it is thought that it will be available for all

goods other than those referred to above. Statistical information will continue to be supplied after shipment. To enable Customs and Excise to match the commercial document with the statistical data supplied later, both will need to bear a number identifying the person responsible for supplying the statistical data and a second number identifying the particular consignment. In effect, these two numbers together will form a unique Export Consignment Identifier (ECI). After shipment, the trader responsible for customs documentation will be required to supply statistical information by one of the following means: individual export declarations; statistical scheduling (possibly produced by computer); period entry (exports); bulk data capture to include manifest information where appropriate (transfer of data from computer to computer). Traders who supply their statistics by scheduling, period entry or bulk data capture will automatically be included in the simplified clearance procedure:

☐ Simplified documentary arrangements for low value goods (ie less than £200 fob)

☐ Local export control, ie customs clearance at the exporters' own premises, to supplement the existing opportunities for inland clearance at ICDs and IRDs

☐ Use of a fully completed export declaration (C273) by exporters who do not use either the simplified clearance procedure or local export control and who, of course, do not schedule their export statistics by one of the recognised methods

☐ Extended use of the CT approved consignor procedure

☐ An export facility in HMC80 – the Laces successor system

☐ Change in the control rules for T1 goods (ie goods not in free circulation)

☐ Revised procedures at the place of shipment to complement these various changes.

Proposed procedures

All controlled goods

The current requirement for pre-entry of controlled goods will continue to operate including that for goods travelling across the Northern Ireland land boundary. So that all controlled goods should be pre-entered, it will be necessary to bring inward processing relief (IPR) goods into this category. Traders who currently schedule IPR goods will, however, be able to continue to do so.

Simplified clearance procedure

Structure and conditions of use. Subject to the final terms of the EEC directive and to the availablity of Customs and Excise computer resources, a simplified clearance procedure will be made available to all exporters who are able to meet the necessary conditions (see below) and who themselves enter their goods with Customs and Excise (whether at an inland place or at the port or airport of shipment), and to their approved agents.

The procedure will require that a commercial document or a partially completed (skeleton) C273 be lodged with customs, together with the goods at the place of clearance. Statistical information about the consignment may be supplied to customs after shipment.

Each trader approved to use the simplified clearance procedure will be registered with Customs and Excise and given a customs registered number (CRN). He will be required to give that number together with the number he is using to identify the particular consignment on both the preliminary commercial or skeleton document and on the statistical return he makes later for that consignment.

The two numbers together (the CRN and the trader's own consignment number) will form a unique export consignment identifer (ECI) and will enable the Customs and Excise computer to match the preliminary document with the statistical data when that is supplied after shipment.

The procedure will be available to traders who undertake to: use the appropriate commercial document specified for the particular mode of transport (see below), or an official skeleton export declaration before shipment; endorse that document with the ECI; endorse, or have endorsed, on the same document, the CT reference when CT documents are issued; lodge within the agreed timescale after shipment, full statistical data whether by means of an export declaration or by a form of scheduling bearing the correct ECI for each consignment exported; obtain and use only tariff trade code numbers for the goods which have been agreed in advance with the statistical office by themselves or, if they are agents, by their principals. Customs proposes to mount a programme of visits to exporters to agree the tariff trade code numbers of their products, and to provide an on-going service to agree correct coding for new products.

Traders who supply their statistical data by one of the approved scheduling methods will automatically be included in the simplified clearance procedure.

Commercial documents for use with the procedure. A separate joint study between Sitpro and Customs and Excise has recently been completed into the commercial documents that would be most suitable for this procedure, bearing in mind that it will be necesaary for the same commercial documents to be presented at offices of departure for T-forms to be authenticated, and to determine how the authentication of T forms and the clearance of goods can best be co-ordinated. Broadly, such commercial documents should be the same size (A4) and should carry the ECI and CT references in the same places on each form, although not necessarily in the same place, for different modes of transport.

The initial view of the study team is that there would be one, or perhaps two, commercial documents suitable for each mode of transport. The likely candidates for each mode are:

general maritime/container (including deep sea ro-ro), standard shipping note; ro-ro by short sea ferry routes – CMR note; rail – CIM note; air – Air waybill.

Further consideration needs to be given to own account ro-ro traffic, and to the container and trailer manifests and ferry waybill when they are in a standardised format and to other documents which can satisfy the necessary conditions.

On presentation, the commercial documents will need to show the name of the declarant, marks and numbers and kinds of packages, and a brief description of goods.

It is appreciated that the documentation flow within the commercial system will be of paramount importance; in particular the need, in relation to EEC traffic, for a commercial document to be presented at the office of departure. In this context, customs will be seeking trade views, through customs collectors, on the best location of offices of departure, both at inland places and at ports, to facilitate the authentication of T forms.

The trader furnishing the customs registered number element of the ECI on the skeleton or commercial document will be the trader responsible for lodging the full declaration, either on the individual document or by the approved scheduling alternative. Customs and Excise proposes to consider the most suitable methods and places of lodgement for statistical declarations as they recognise that many traders may prefer direct lodgement with the statistical office.

Sanctions. It has been said that the UK's CAN system was undermined in the past because Customs and Excise did not penalise in any systematic way the minority who failed to accord with the requirements of the system. Like the CAN system, the simplified clearance procedure is being introduced to assist UK exporters on the basis of requiring the minimum of information before shipment against a promise to supply the full statistical data after shipment. It has been suggested that this new procedure could, in time, be similarly undermined by a minority unless its terms and conditions are more rigorously applied. For that reason ,it is proposed that a system of automatic sanctions should apply to those traders failing to lodge timely and accurate statistical data after shipment. It would be a condition of registration that applicants accept liability to suspension from the procedure for periods of pre-determined duration if they regularly fail to lodge post-shipment data, or if the data is frequently incorrect. Customs and Excise proposes to consult commercial interests on the most appropriate and fairest method of operating sanctions.

The simplified clearance procedure will allow customs to operate a more economical internal system than at present. In particular, the current manifest check would be replaced by the ECI computer match.Not only will this allow a better use of resources for customs, but it will enable the check on lodgement and follow-up action against dilatory traders to be undertaken more speedily than at present.

Dispensing with manifest checks will further allow Customs and Excise to consider whether, in the longer run, they could change the present requirements for detail on manifests.

Users of the simplified clearance procedure will be required to furnish the shipping details with their statistical data when it is lodged after shipment. Customs and Excise is to consider, however, whether alternative arrangements can be made for traders who choose not to use this or the other simplified procedures.

ADP procedures and scheduling

Scheduling. Customs has recently offered an additional scheduling facility aimed at, but not restricted to, traders with computers. Schedules are acceptable provided that the tariff trade code numbers (TTCNs) are agreed, and that the items appear in TTCN order on the schedules. It is not proposed to alter the current arrangements for existing manual schedulers who will retain their option to schedule in the overall planned export system.

Period entry (exports). Following the completion

of a successful pilot exercise, traders may now submit statistical detail on magnetic tape. This facility will be part of the planned export system and should be beneficial to those traders who are currently submitting data on paper schedules or individual documents. The facility will form part of the planned export system; the essential conditions are that: the trader must produce a compatible magnetic tape for processing on the Customs and Excise computer; tariff trade code numbers should be agreed in advance; customs should have interrogation facilities of the trader's ADP system; an approved audit trail should exist; and schedules should be submitted twice a month.

Bulk data capture. An extension of ADP being considered as an alternative is batched data transmission as an alternative to magnetic tape for those traders who would prefer to transmit direct rather than send magnetic tape to Southend. Some traders, who are also carriers, may wish to give manifest information, and entry information where they act as agents, by direct transmission to customs; in these cases discussions will be held with the traders concerned.

Clearance procedure for schedulers. Scheduling, whether manually or by ADP techniques is not, of course, a system of clearance and clearance for export will be made under the simplified procedure by presentation of a commercial or skeleton document at the place of clearance, whether inland or at the port. The ECI, and the CT details on the initial document will then be repeated on the appropriate line of the schedule to complete the procedure.

HMC 80. It is proposed that an ADP export facility for traders using ADP airports should be included in HMC 80 from the outset and form part of the planned export system. Exports are not catered for under Laces; airlines and agents are anxious that an export facility in real time should be available in HMC 80 from 1 October 1981, and this is the current intention.

Local export control

Local export control (LEC) is a procedure of customs clearance at the traders' own premises. Its objectives are to offer a facility to traders for the speedy exportation of their goods, simplify their customs' export procedures and enable traders to move goods from premises to foreign destinations with the minimum of customs intervention. The facility will be available for exports irrespective of destination.

There is a trade demand for LEC to complement local import control (LIC) which is working well. LEC will provide a sound basis for the extension of the 'approved consignor' community transit procedure and should be of particular value to schedulers. The procedure will be available to exporters, export houses, groupage operators and agents, provided they can meet the general criteria.

Plans are well advanced to introduce LEC on an experimental basis in May; traders who are interested should contact their local Customs and Excise officer with a view to starting as soon as the trial period is over. The conditions of use are summarised in the following paragraph, but full details will be supplied on request.

At the outset, LEC will incorporate the same basic conditions and procedures as LIC. They include:

- ☐ The trader must have, of course, a statisfactory record
- ☐ The trader should have physical control of the goods at suitable premises where any necessary customs examinations can be conducted and he must be responsible for the customs export documentation
- ☐ A minimum monthly throughput of traffic, comprising 10 full container/trailer loads (20 ft equivalent units), including within that volume large identifiable items on open lorries, palletised cargo and igloos, from a single set of premises. Applications will be considered from traders whose export premises are situated at a place different from the premises at which the procedure is controlled, provided adequate communication links between the main and sub-premises can be established to meet customs control and community transit requirements
- ☐ Where goods are sent in containers or other sealable units, they must be sealed by traders with their own seals; all goods travelling under the community transit approved consignor system must travel in this manner, the details of the seals being entered on the T forms. However, when goods are not transported under seal the accompanying documentation must give details of the consignments
- ☐ Traders will normally, but not necessarily, become approved consignors for CT purposes and/or statistical schedulers
- ☐ The procedure will be restricted, initially, to those goods that are eligible for post-entry under the existing export procedures.

Before exportation, the trader will inform the local control officer that packing is to begin, giving the control officer sufficient time to call to examine the goods if he wishes. The trader, if he is an approved consignor, will prepare and issue his own T forms, noting the seal number on them. The no. 1 copy of the T form will be lodged with the nominated office of departure; where T2L documentation is used, a copy must be retained in records.

The Sitpro/customs study referred to above is now considering what document should accompany consignments, cleared for export at inland offices and placed under the full CT procedure, in order to satisfy customs at ports and airports, and other interests, that the cargo is already cleared for shipment.

To maximise the effectiveness of trade and official resources it is proposed that, to qualify for approved consignor status in future, traders should be registered for LEC.

A separate study is being undertaken to determine the potential demand for premises clearance facilities (LEC and LIC), for approved consignee/consignor status, and for period entry (imports and exports). The terms of eligibility for these various facilities will be reviewed in the light of the findings of this study, taking permutations of them into account.

Consignments of low value and certain other specified consignments. For low-value consignments, that is those of less than £200 fob and 1000 kg net weight (currently 25 per cent of all export entries), and for others entered only for statistical purposes, customs will accept for entry purposes a commercial document lodged before shipment. In these cases, the document should: fulfil the general conditions (see *Commercial documents for use with the procedure*, page 70), contain an fob value in a standard position; and include a customs declaration, overprinted or imposed by a stamp or by overlay.

No ECI would be needed since no declaration would be required after shipment. It would be necessary, however, for the community transit requirements to be met.

Basic system

The basic system, which flows directly from the EEC directive, will require exporters who do not use the simplified clearance procedure, local export control, or do not make statistical return by one of the approved methods of scheduling, to lodge before shipment a fully completed export declaration (C273) with customs at the place of clearance, whether inland or at a port. The system is similar to that which already applies in the UK to those traders who are not registered under the customs assigned number (CAN) scheme.

Community transit

The defects of the current community transit procedures have to be remedied. The proposed course is that community transit should be progressively integrated with the planned export procedures by bringing all T1 goods (those not in free circulation) under control and by requiring official control documents such as shipping bills to be presented at the same time as T1s are presented for authentication; requiring the production of commercial or skeleton documents bearing the ECI when other T forms are presented for authentication; requiring the document to be endorsed with the given T form reference; and providing for the community transit reference to be input into the computer with the ECI for the consignment.

These points will satisfy the requirements because by requiring official control documents, such as shipping bills, to be produced for all T1 goods, a clear division will be drawn between goods that are in free circulation and those which are not; the production of the official control forms, or commercial or skeleton documents (bearing the ECI) at an office of departure will indicate the intention to export; and the T form reference will be stamped on the document (or annotated by approved consignors), and together with the ECI will be input to the computer after the document has been delivered to customs at the shipping station. First and last numbers of CT documents issued by offices of departure will be input by customs, thus giving a complete record of the use of T forms. Gaps will be printed out for local inquiry.

Ro-ro traffic

An increasing volume of traffic with Europe, 25 per cent of total export consignments, goes by ro-ro. A set of documents, commercial and official, travels with these goods to facilitate their movement. Drivers normally carry CT documents which may be validated at port offices of departure. Appropriate documents will travel with the goods to enable the T forms to be authenticated.

It is proposed that special clearance procedures should exist for this traffic. The simplified clearance procedure control documents would be handed in at a customs post equivalent to that at a land boundary, and any necessary examination of the goods would be undertaken at this point. In these circumstances, the ferry operator would not be required to submit

a manifest itemising the contents of the vehicle carried. The availability of this procedure will depend on the provision of suitable grouping and examination bays, and continuous staffing by customs of the frontier post during loading.

Comments welcome

Comments on the proposed package of export procedures set out in this article are invited from all those whose business interests or association reponsibilities lie in the export field.

It is normal practice for customs to discuss any changes in procedures with representatives of trade bodies in the joint customs consultative committee (JCCC) before they are introduced. That has been done, but both customs and the trade representatives in the JCCC agree that all those concerned with exports should be given the opportunity to make known their own views and comments before details of the procedures are finally settled.

Comments should be made in writing either directly or through the representative trade association to: General Customs Division D, HM Customs and Excise, Kent House, Upper Ground, London SE1 9PS.

Comments should, if possible, be made no later than 1 August so as to allow customs sufficient time to consider all views and where necessary to follow them up in direct discussions with the commercial interests concerned.

Clearance to load ('clearing the frontier')

Under the new body of procedures, provision is proposed for:

- ☐ local export control, under which customs control would be exercised at premises, largely on an audit basis
- ☐ CT approved consignor status for local export control traders
- ☐ traders combining local export control with a scheduling facility
- ☐ schedules, period entry and batched data capture submitted by traders putting in statistical data independent from documents supplied for customs control purposes
- ☐ traders clearing outwards at ICDs and IRDs
- ☐ traders submitting commercial documents, with an fob value, instead of a full export declaration for goods of low value
- ☐ traders submitting commercial or skeleton documents under the simplified clearance procedure
- ☐ traders submitting fully completed export declarations (C273s) at or before shipment
- ☐ traders submitting shipping bills, transit/transhipment documents or other customs control documents preshipment.

Whether customs clearance is effected at the port or at an inland place, all consignments will need to be accompanied by a document to indicate their clearance status, or to obtain clearance. It may be possible, in the longer term, to dispense with accompanying documentation for certain kinds of cleared traffic, by substituting a registration system, but this is not seen as a realistic option in the initial phase.

It is considered that, with so many types of movement arriving to clear the frontier, it would not be practicable to operate anything but standard procedures between customs and receiving authorities (loaders) at the ports and airports. This does not mean that the same procedure must be rigidly applied at all ports, only that the same basic rules should apply and the same objectives achieved.

These objectives, stemming from the export directive, are seen as: a flow of information from loaders to customs about the goods which are to be loaded for export; certainty by the controlling officer that the information covers all consignments; an opportunity for Customs and Excise to intervene when required before the goods are loaded; and a means of facilitating subsequent local customs checks.

The procedures must ensure that the loader knows that the consignments are cleared for loading (the directive requires the presentation of a document to customs before loading) and the procedure must be such as to avoid any conflict with the practicalities of loading flow. Total confidence must be created in UK control methods so that UK issued CT documents are fully respected in other member states.

Discussions are currently being held with receiving authorities, to see how these objectives can be met. Further meetings are to be held during the coming months.

It is recognised that specialised cargo, such as split consignments, bulk cargoes, continuous shipment and diversions may require particular treatment. The availability of the simplified clearance procedure however should help to facilitate the speedy exportation of such cargo. Customs will be making a detailed study of these areas during the consultative period. Similarly, special treatment may be needed for some types of documentation flow where, for example, commercial documents have to be produced at CT offices of departure and/or of shipment before the goods are exported.

Future programme

The timescale for the proposed implementation has already been outlined. Customs and Excise sees this procedural package as the framework for an export system for the 1980s. Fine detail will be continually added as a result of the continuing consultative process, and the studies identified in this article. Trade views on general or particular points will be fully considered.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Wine. Regulation (EEC) 544/79 amending article 4 of regulation (EEC) 1944/78 laying down, for the wine-growing year 1978/79, detailed rules governing the distillation of wines produced from table grapes (*Official Journal* L72, 23 March 1979).

Milk and milk products. Regulation (EEC) 545/79 amending article 16 of regulation (EEC) 262/79 on the sale of butter at reduced prices for use in the manufacture of pastry products, ice-cream and other foodstuffs (*Official Journal* L72, 23 March 1979).

Eggs and poultrymeat. Regulation (EEC) 556/79 amending for the fifth time the list in regulation (EEC) 572/73 of egg and poultrymeat products eligible for the advance fixing of export refunds (*Official Journal* L73, 24 March 1979).

Oils, fats and oilseeds. Regulation (EEC) 557/79 laying down detailed rules for the application of the system of consumption aid for olive oil (*Official Journal* L73, 24 March 1979).
Regulation (EEC) 590/79 amending article II (1) of regulation (EEC) 136/66/EEC on the establishment of a common organisation of the market in oils and fats (*Official Journal* L78, 30 March 1979).
Regulation (EEC) 591/79 laying down general rules concerning the production refund for olive oils used in the manufacture of certain preserved foods (*Official Journal* L78, 30 March 1979).

Hops. Regulation (EEC) 593/79 drawing up the list of regions in which production aid for hops is granted only to recognised producer groups (*Official Journal* L78, 30 March 1979).

Imports from non-member states

The *Official Journal of the European Communities* L78, 30 March 1979, contains the texts of the following decision which authorises the relevant states to refuse entry to the specific goods. The decisions relate to varying periods; full details are set out in the relevant decisions.
Decision 79/332/EEC authorising Ireland not to apply community treatment to brassières, woven, knitted or crocheted, falling within heading ex 61.09 of the common customs tariff (Nimexe code 61.09-50) (category 31), originating in the Philippines and in free circulation in the other member states.
Decision 79/333/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to blouses and shirt-blouses, knitted or crocheted (not elastic or rubberised), or woven, for women, girls and infants, of wool, cotton or man-made textile fibres, falling within subheadings ex 60.05 AII and ex 61.02 B of the common customs tariff (Nimexe codes 60.05-22, 23, 24, 25; 61.02-78, 82, 84) (category 7), originating in Bulgaria and in free circulation in the other member states.
Decision 79/334/EEC authorising Ireland not to apply community treatment to shirts, T-shirts, lightweight fine knit roll, polo or turtle-neck jumpers and pullovers, undervests and the like, knitted or crocheted (not elastic or rubberised), other than babies' garments, of cotton or synthetic textile fibres; T-shirts and lightweight fine knit roll, polo or turtle-neck jumpers and pullovers of regenerated textile fibres, falling within heading ex 60.04 of the common customs tariff (Nimexe codes 60.04-01, 05, 13, 18, 28, 29, 30, 41, 50, 58) (category 4), originating in Brazil and in free circulation in the other member states.
Decision 79/335/EEC authorising France not to apply community treatment to men's and boys' woven suits (including co-ordinate suits consisting of two or three pieces, which are ordered, packed, consigned and normally sold together), of wool, cotton or man-made textile fibres, falling within heading ex 61.01 of the common customs tariff (Nimexe codes 61.01-51, 54, 57) (category 16), originating in Yugoslavia and in free circulation in the other member states.
Decision 79/339/EEC authorising France not to apply community treatment to woven fabrics of cotton, other than gauze, terry fabrics, narrow woven fabrics, pile fabrics, chenille fabrics, tulle and other net fabrics, falling within heading 55.09 of the common customs tariff (Nimexe codes 55.09-01, 02, 03, 04, 05, 11, 12, 13, 14, 15, 16, 17, 19, 21, 29, 31, 33, 35, 37, 38, 39, 41, 49, 51, 52, 53, 54, 55, 56, 57, 59, 61, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 76, 77, 78, 81, 82, 83, 84, 86, 87, 92, 93, 97) (category 2), originating in South Korea and in free circulation in the other member states.

Coal and steel workers given house grants

Halifax Building Society and the European commission have entered into agreements to help coal and steel workers in certain areas of the UK to finance their own homes. These arrangements are designed to help employees of the British Steel Corporation and the National Coal Board who which to buy their own homes for the first time, or who are moving to areas of more stable employment.

Community funds will provide £1,133,700 for coal workers and £700,000 for steel workers.

These loans will be administered by the Halifax Building Society which will provide any additional funds required within its normal lending terms and its normal interest rates.

Overseas trade news

Go-ahead given for MTN initialling

EEC foreign ministers agreed in Luxembourg on 3 April to initial the text recording the outcome of the Gatt (General agreement on tariffs and trade) multilateral trade negotiations (MTNs). However, this is subject to reservation from Italy. Foreign secretary David Owen explained in a parliamentary answer on 4 April that, after long debate, the council had agreed to a number of commitments which largely met the remaining difficulties in the package as far as the UK was concerned.

In the textile sector, the council had stated that the tariff cuts were conditional on the continuation of a mutually acceptable arrangement regarding international trade in textiles, and had declared its intention to take appropriate steps under the Gatt if differences in energy and feedstock prices led to a threat of disruption to the community market in synthetic textiles.

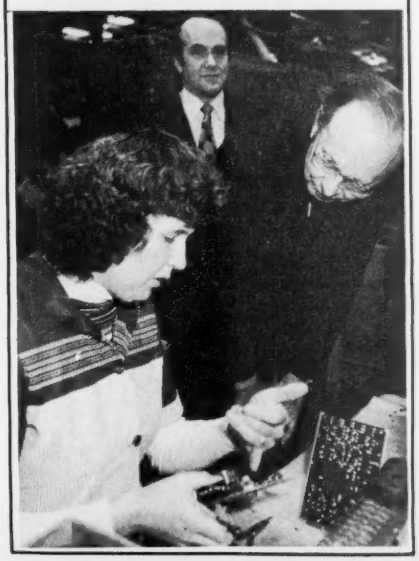
Agreement had also been reached on a number of special measures for the paper and board industry, and on the continuation of negotiations for a multilateral agreement on safeguards. Meanwhile, however, the council had noted a commission statement that selective safeguard action might be appropriate in cases of sudden and abrupt market disturbance. It had agreed that the community could act in the light of previous selective applications of article 19 of the Gatt.

Welcoming the agreement as 'an important step forward' at a press conference in London on 4 April, trade secretary John Smith said the UK was very much in favour of a satisfactory conclusion to MTNs to prevent the danger of a world lapse into protectionism.

On textiles, a particularly important area of the tariff operation, there were advantages for the UK in the wool section and some disadvantages in the man-made fibre section, but by and large the rules were better than under the previous Gatt and there were no major disadvantages for the UK.

BOTB chairman visits Plymouth

Sir Frederick Catherwood, chairman of the British Overseas Trade Board talks to Christine Morrish, an employee at the Plymouth factory of Tecalemit Garage Equipment, during a visit to the factory on 29 March. In the centre background is the firm's general manager, Richard Cox. Sir Frederick also visited Marine Projects and Ranco Controls, both in Plymouth. The visits, part of the Export United campaign, gave Sir Frederick the opportunity to see the companies' operations and to discuss prospects for exports from the area in the future.



Top-level mission will promote trade with Korea

One of the most senior group of businessmen to take part in a trade mission sponsored by the British Overseas Trade Board will be visiting the Republic of Korea from 7 to 11 May. The 15-man mission will be led by Sir Kenneth Keith, chairman Rolls-Royce.

The mission has been arranged by BOTB's Korea trade advisory group to demonstrate that British industry is interested at the highest level in developing trade and industrial co-operation with Korea. The group's chairman, Geoffrey Nichols, will also be on the mission.

Mission members will have meetings with government ministers and senior businessmen. Companies represented on the mission at chairman or director level include the Dowty Group, Hawker Siddeley, Hill Samuel, ICI, Lazards, NEI, Rio Tinto Zinc and the 600 Group.

Following the mission, BOTB is arranging, with the Machine Tool Trades Association, an all-British machine tools exhibition in Seoul from 21 to 26 May with over 50 companies taking part. The board is also sponsoring a further 15 trade missions to Korea during the year.

The mission, and these other promotions, reflect the rapid increase in UK exports to Korea. In 1978 exports were 70 per cent up in value at £130 million compared with £76 million in 1977.

Korea is one of the world's top 15 manufacturing nations. At current prices its gross national product has risen from $17.2 billion in 1974 to $39.3 billion in 1978, with a forecast of $47.4 billion for 1979.

The first phase of Korea's industrialisation involved concentration on labour-intensive projects such as textiles, clothing and plastic footwear. Industrial development is now at a second stage with an emphasis on capital intensive industries such as iron and steel, chemicals and petrochemicals, shipbuilding and repairing, machine tools and electronics, combined with an associated expansion and modernisation of power generation facilities, roads, railways and ports.

The Korean government is encouraging industry to seek advanced technological requirements from western Europe and is liberalising the import licensing system to ease entry for industrial goods. Liberalisation for imports of consumer goods is slower however.

The mission members are Sir Kenneth Keith, chairman, Rolls-Royce; Geoffrey Nichols, chairman and managing director, Rotaprint; Jean-Loup Dherse, executive director, Rio Tinto Zinc Corporation; Sir Jack Wellings, chairman, The 600 Group; Richard E. B. Loyd, deputy chairman, Hill Samuel and Co; John Halbert, chairman and managing director, ABMTM; Roy Sisson, chairman, Smiths Industries; Dr Alan Robertson, director, Imperial Chemical Industries; Sir James Woodeson, chairman, NEI; Ian J. Fraser, deputy chairman, Lazard Bros; Robert Hunt, chairman and chief executive, Dowty Group; Philip Shelbourne, chairman, Samuel Montagu; T. W. B. Sallitt, director, Hawker Siddeley Group.

Over 1800 British firms to exhibit at fairs during April to June

More than 1800 British firms, supported by the British Overseas Trade Board, will take part in 92 trade fairs and seminars in 25 countries during the three months from April to June. Additionally some 1000 firms, with the board's assistance, will participate in 74 outward missions to 44 countries. The board will also support four retail store promotions abroad.

The Duke of Kent, vice-chairman of BOTB, will visit one of the most important and largest, single trade promotions sponsored by the board in 1979 – an all-British energy exhibition in Peking from 6 to 16 June. Over 350 firms will take part and Chinese visitors will be able to examine the advances and expertise of Britain's offshore operations and the latest technology in the energy field.

BOTB conference postponed

The conference – earning more from exports – organised by the British Overseas Trade Board and due to be held at the De Vere Hotel, Coventry on 27 April has been postponed until further notice.

Crown Agents bill receives royal assent

The Crown Agents bill received the royal assent on 4 April. The new act provides for the present un-incorporated Crown Agents to be replaced with two statutory bodies corporate to be known as the Crown Agents for Oversea Governments and Administrations and the Crown Agents Holding and Realisation Board.

Sections 1 to 12 and schedules 1 to 4 deal with the establishment and duties of the newly incorporated Crown Agents for Oversea Governments and Administrations (the 'Crown Agents'). The present agents will be eligible for appointment as members of the new corporation which will carry on the continuing business of the un-incorporated agents on behalf of governments and public sector bodies in the UK and overseas, but in two clearly defined ways. The new corporation will continue to operate as an agency in such fields as procurement, recruitment, investment management, and obtaining professional advice on projects. The confidentiality of their relations with their principals will continue to be respected. They will also be free to continue to carry on their existing range of activities, including consultancy work, project appraisal and feasibility studies, in their own right.

Because of the somewhat greater degree of financial risk involved in these own-right activities, these will be subject to a greater degree of ministerial control than those carried out on an agency basis. New activities can be added to the list of authorised functions by order with the approval of parliament.

Sections 13 to 24 establish the financial provisions for the new Crown Agents. They will be required to make a reasonable return on capital employed. They will assume, on the appointed day, a commencing capital debt in respect of the assets to be transferred to them, on which interest will be payable at national loan fund rates. However, to give time for the Crown Agents to adapt from their present basis of operations, under which they are not formally capitalised, there will be a provision to waive interest payments as necessary for an initial period of five years, or seven years with parliamentary approval.

In addition, the Crown Agents will have a duty to achieve revenues sufficient to meet total outgoings and to make such allocations to reserve as may be necessary, and the minister will have power to give the Crown Agents directions as to their reserves, which may include payment to the minister. There will also be a general power of ministerial direction over financial matters.

Section 25 and schedule 5 outline the duties of the Crown Agents Holding and Realisation Board. The board, whose members will be the members of the Crown Agents, will have the duty of holding and realising on the best terms possible the remaining investments in property and secondary banking entered into by the un-incorporated agents on their own account, and discharging their associated liabilities.

The agents have been disengaging themselves from these investments since February 1975.

Don't zoom off to Zambia

Lusaka, Zambia, is the venue for the commonwealth heads of government meeting from 1 to 8 August. It will be preceded by a short state visit by the Queen starting on 28 July.

The British high commission in Lusaka advises business and private visitors not to travel in Zambia over this period as accommodation will be taken up by official delegations and press and the high commission itself will be heavily involved in arrangements.

Chamber organises conference on Iran . . .

An all-day conference on Iran is being organised by the London Chamber of Commerce and Industry on 13 June.

The chamber feels that as a result of recent political developments in Iran it seems certain that foreign involvement in the Iranian economy will be much curtailed. Nevertheless, as trading conditions improve it is essential, the chamber says, for firms with interests or investments in Iran to assess the new situation and learn the new rules for business.

Speakers at the conference will include Robert Graham, *Financial Times*, (lessons of the recent past for the new Iran); Dr Melvyn Else, Metra Consulting Group, formerly managing director, Metra Iran, (business opportunities in Iran); Parviz Hakim-Rad, Whinney Murray and Co, Tehran, (practical business problems); J. A. Clarke, managing director, Marples Ridgeway, (outlook for contractors); Robert Milne, independent business consultant, Tehran, (prospects for suppliers); George McBain, executive director, Irano-British Chamber of Commerce, (role of the Irano-British chamber); and Mr C. M. Bossom, country policy division, (Export Credits Guarantee Department).

The conference will be chaired by Mr G. A. Calver, formerly general manager of the British Bank of the Middle East and there will be an opportunity for panel discussion in which Sir Anthony Parsons, formerly British ambassador in Tehran and Vahe Petrossian of Middle East Economic Digest will take part.

Further details can be obtained from the London Chamber of Commerce and Industry, 69 Cannon Street, EC4N 5AB, tel. 01-248 4444.

. . . and mission to Saudi Arabia

The London chamber is also organising a trade mission to Saudi Arabia from 30 November to 13 December. The latest date for applications is 31 July.

The Saudi Arabian market has, the chamber says, become the largest middle eastern market for UK visible exports. It now absorbs over 2 per cent of the total – four times higher than in 1973. Opportunities include construction work; supplies for infrastructure projects, notably in hospitals, education, telecommunications, airport and other transport equipment, power distribution and transmission equipment, and desalination work; oilfield equipment and in due course petrochemical process plant; printing equipment, business machines and fire-safety equipment; high-quality consumer goods, including furniture and furnishings, clothing, foodstuffs; and leisure and sports goods.

Further information and application forms are available from the Middle East section of the London chamber, tel. 01-248 4444 ext. 38.

中文翻译与排版

CHINESE TRANSLATION AND TYPESETTING

Will your Chinese publicity, tender, contract, instruction manual say precisely what you mean? Should it be in Mandarin or Cantonese? Will it be specially adapted by a Chinese writer or translated by an experienced translator?

Eurolinga has positive professional answers for British companies opening up trade with the Peoples' Republic of China. We translate technical material into current, idiomatic Chinese and typeset it too, using only mother-tongue translators and typesetters. As we do in Arabic, Japanese, Russian and every major world language.

eurolingua

Professional Language Services Ltd

15-16 Newman Street, Oxford Street, London W1P 3HD Tel: 01 323 0645 01 323 0631

Royal Mail Air Parcels get VIP clearance!

When your air parcels go Royal Mail, out rolls the red carpet.

It starts at any of our unique nationwide network of 19,000 collection points.

From then on it's all go.

Your parcel is a VIP. Postal and customs officials work together to speed it on its way. It travels on fast scheduled aircraft with full security, of course.

All for the price of a stamp. And that includes expensive 'extras' like collection, handling, customs documentation, airport taxes and (to most countries) delivery, which can more than double the basic freight charge.

No wonder a recent independent survey revealed that the cost of Royal Mail Air Parcels can average between ⅓ and ¼ of air freight charges.

And if speed is not essential, our Surface Parcel service costs even less and is just as secure.

If you send goods abroad regularly, surely it makes sense to find out more about Royal Mail Overseas Parcels. Simply telephone 01-476 7877 or return the coupon NOW!

FIND OUT MORE!

To: Stanley Patterson,
FREEPOST, Room 136, Postal Headquarters,
St. Martin's-le-Grand, LONDON EC1B 1HQ. (No stamp required.)

Please:
Ask my Postal Services Representative to give me a presentation on Royal Mail Overseas Parcels. ☐
Send me your comprehensive Overseas Mail data file. ☐

NAME _____
POSITION _____
COMPANY _____
ADDRESS _____
POSTCODE _____
TEL: _____

TI13.4

Royal Mail
OVERSEAS SERVICES

Loan for USSR bank backed by ECGD

A £10 million line of credit arranged by Lloyds Bank, acting on its own behalf and for Moscow Narodny Bank and made available to Vneshtorgbank, the Soviet bank for foreign trade, is being guaranteed by the Export Credits Guarantee Department.

The loan will help finance a wide range of UK capital goods and associated services contracts placed in the UK by Soviet buyers. UK suppliers will receive up to 85 per cent of the contract value from the loan; the balance is payable from the buyers' own resources. To qualify under the terms of the loan a contract must have a minimum value of £50,000 and be placed by September 1980.

Exporters interested in this facility should contact either Mr C. J. N. Luby of ECGD, tel. 01-606 6699 ext. 7574, or Mr J. L. Hobbs of Lloyds Bank, tel. 01-626 1500 ext. 2497.

Notices to importers

Issued by the Department of Trade. Telephone inquiries should be addressed to the number at the end of the notice.

1736: Documentary proof of origin for household linen imports from Singapore and Malaysia.

The following change has been made to the documentary proof of origin requirements set out in notices to importers 1678 and 1681 (*Trade and Industry*, 28 April 1978 and 19 May 1978).

A suppliers declaration of origin on the invoice (or, if there is no invoice, on another commercial document) will *not* be accepted for commercial imports of the following goods which originate in and are consigned from Singapore or Malaysia and which are imported on or after 1 June 1979:

Embroidered woven table linen, toilet and kitchen linen, other than of cotton terry fabric (tariff heading: ex 62.02B: tariff trade codes 62.02–4100, 4300, 4700, 6500, 7300 and 7700: category 39).

For each consignment of these goods imported on or after that date, importers will need to produce to Customs and Excise at the time of entry either:

a a certificate of origin (textile products), as prescribed in annex VI to regulation (EEC) 3059/78, issued by the competent authority in Singapore or Malaysia, or

b in the case of goods which satisfy the origin rules of the community's GSP arrangement, a form A certificate of origin (or form APR for low-value postal consignments, where applicable) issued in Singapore or Malaysia.

Inquiries: General and rules of origin: Department of Trade, General Division 2c, tel. 01-215 5750. Customs procedures: Local Customs Offices or General Customs Directorate, tel. 01-928 0533 ext. 501.

Exchange rates

Rates of exchange in London are now published weekly in *Trade and Industry*. Supplied by Thomas Cook Bankers Ltd, they will be updated each week. The rates are intended as a guide only and are subject to fluctuation. OECD countries are shown in bold.

		You buy at	You sell at
Afghanistan	Afghani	120	150
Algeria	Dinar	19.50	23.00
Andorra	(See France/ Spain)		
Antigua	E. Caribbean dollar	5.38	5.58
Argentina	Peso	2 150	2 500
Australia	**Dollar**	**1.8625**	**1.9225**
Austria	**Schilling**	**28.40**	**30.40**
Bahamas	Dollar	2.05	2.20
Bahrain	Dinar	0.795	0.83
Barbados	Dollar	3.94	4.27
Belgium	**Franc**	**62.50**	**66.00**
Belize	Dollar	4.20	4.77
Benin	CFA	452	472
Bermuda	Dollar	2.00	2.14
Bolivia	Peso	45.00	Refer
Botswana	Pula	1.95	2.25
Brazil	Cruzeiro	50.00	62.00
Brunei	Dollar	4.55	4.75
Bulgaria	Lev	4.95	6.45
Burma	Kyat	75.00	110.00
Cameroon	CFA	452	472
Canada	**Dollar**	**2.38**	**2.45**
Chile	Peso	70	80
China	Ranimbi Yuan	Refer	Refer
Colombia	Peso	75	90
Costa Rica	Colon	19.00	21.25
Cyprus	Pound	0.70	0.74
Czechoslovakia	Koruna	50	60
Denmark	**Krone**	**10.81**	**11.31**
Dominica	E. Caribbean dollar	5.38	5.58
Ecuador	Sucre	53	63
Egypt	Pound	1.48	1.60
Eire	**Pound**	**1.00**	**1.03**
Fiji	Dollar	1.74	1.82
Finland	**Markka**	**8.25**	**8.60**
France	**Franc**	**8.90**	**9.28**
German DR	Ostmark	16.00	18.00
Germany, FR of	**Deutschmark**	**3.89**	**4.11**
Ghana	Cedi	9.00	Refer
Gibraltar	Pound	1.00	1.05
Greece	**Drachma**	**73.50**	**78.50**
Grenada	E. Caribbean dollar	5.38	5.58
Guyana	Dollar	9.25	Refer
Hong Kong	Dollar	10.25	10.72
Hungary	Forint	74	86
Iceland	**Krona**	**762**	**792**
India	Rupee	19	22
Indonesia	Rupiah	1 200	1 450
Iran	Rial	200	Refer
Iraq	Dinar	0.7350	0.7850
Israel	Pound	41.50	45.50
Italy (20 000 and smaller)	**Lira**	**1 715**	**1 800**
Jamaica	Dollar	4.50	Refer
Japan	**Yen**	**450**	**475**
Jordan	Dinar	0.61	0.65
Kenya	Shilling	19.00	Refer
Korea(s)	Won	1 150	1 350
Kuwait	Dinar	0.57	0.60
Lebanon	Livre	6.75	7.25
Liberia (see USA)		—	—
Libya	Dinar	1.30	Refer
Luxembourg (see Belgium)	**Franc**	—	—
Madeira (see Portugal)	Escudo	—	—
Malaysia	Dollar	4.53	4.75
Malta	Pound	0.7175	0.7475
Mauritius	Rupee	11.88	13.75
Mexico	Peso	41	48
Monaco (see France)	Franc	—	—
Morocco	Dirham	8.50	9.50
Netherlands	**Guilder**	**4.19**	**4.22**
New Zealand	**Dollar**	**1.90**	**1.99**
Nigeria	Naira	3.00	Refer
Norway	**Krone**	**10.57**	**11.02**
Oman	Rial	0.715	0.76
Pakistan	Rupee	18	24
Peru	Sol	440	540
Philippines	Piso	14.80	17.80
Poland	Zloty	220	280
Portugal	**Escudo**	**94.50**	**99.50**
Qatar	Rial	7.97	8.32
Romania	Leu	62	74
Saudi Arabia	Rial	7.05	7.41
Seychelles	Rupee	12.77	13.25
Sierra Leone	Leone	2.25	2.50
Singapore	Dollar	4.40	4.59
South Africa	Rand	2.00	2.25
Spain	**Peseta**	**139.50**	**146.50**
Sri Lanka	Rupee	36	46
Sudan	Pound	1.53	1.83
Sweden	**Krona**	**9.05**	**9.45**
Switzerland	**Franc**	**3.54**	**3.76**
Syria	Pound	8.30	9.50
Taiwan	Dollar	88	99
Tanzania	Shilling	35	Refer
Thailand	Baht	36	43
Trinidad and Tobago	Dollar	5.20	6.30
Tunisia	Dinar	95.00	1.10
Turkey	**Lira**	**85**	**89**
Uganda	Shilling	40	Refer
USSR	Rouble	7.90	9.20
United Arab Emirates	Dirham	7.97	8.32
USA	**Dollar**	**2.08**	**2.14**
Yemen Arab Republic	Rial	12.80	14.80
Yugoslavia	Dinar	41.50	43.50
Zaire	Zaire	13.75	18.75
Zambia	Kwacha	6.00	Refer

Where more than one rate applies to a currency, the rate given is that for small denomination notes.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eighth Floor, 1 Victoria Street, London SW1H 0ET.

Good trade prospects now in Czechoslovakia

Following the visit to Prague of Secretary of State for Trade John Smith late last month, prospects for an expansion in UK-Czechoslovakia trade seem to have improved markedly. This article explains how Mr Smith set out to improve the general climate of inter-governmental relations.

'In many ways the economies of Britain and Czechoslovakia are complementary,' said Mr Smith. 'Both countries are highly industrialised and both have some need for industrial modernisation.' And in his packed two-day visit last month he had talks with key ministers in the Czechoslovak government in which, as he said, 'I set out to improve the general climate of inter-governmental relations in which trade and technological co-operation takes place.

'I think that climate is now better. With the Czechoslovaks' new five-year plan getting under way in 1981 there are going to be many opportunities for British companies.'

Mr Smith had discussions with his opposite number, Minister of Foreign Trade Andrej Barcak, as well as with Prime Minister Lubomir Strougal, Foreign Minister Bohuslav Chnoupek, and Finance Minister Leopold Ler.

Trade

The trade talks with Mr Barcak covered a variety of subjects but centered on the options for Czechoslovakia's future industrial and economic development and on the particular industrial sectors where British goods and technology may be required.

There was agreement that the recent levels of bilateral trade had been too low, even though Britain was Czechoslovakia's third largest western supplier, behind the Federal Republic of Germany and Austria.

Britain's exports to Czechoslovakia have moved only from £51.2 million in 1975 to £73.2 million in 1978 while imports have risen from £59.2 million to £85.4 million in the same period. Taking inflation into account, two-way trade has remained virtually static with a consistent small surplus in Czechoslovakia's favour.

Some of the most important areas for British exports have included metal-working and specialised machinery, organic chemicals, textile fibres, yarns and made-up articles, office machines and scientific instruments. And last year exports in some sectors showed considerable increases. These included metal-working machinery, non-ferrous metals, general industrial machinery and photographic and optical equipment.

Among Czechoslovakia's main exports to the UK are wood, road vehicles, specialised machinery, textile yarns and made-up articles, footwear and non-metallic minerals.

Energy

Energy featured strongly as a topic in most of Mr Smith's meetings with Czech ministers. The country has some reserves of coal and uranium but faces a major energy supply problem. New industrial programmes will depend heavily on the development of energy resources and power generation.

Mr Smith explained the British approach to energy policy and outlined developments in the coal industry and the North Sea. He stressed that British energy technology led the world in many fields and could be invaluable to Czechoslovakia.

The possible use of British deep-mining equipment for new coal projects planned in Czechoslovakia was discussed and some British companies have already done well in this sector.

Energy-saving technology is also important to Czechoslovakia, especially in industry. Mr Smith pointed out that Britain had evolved an effective energy conservation programme which had made a major impact on industry. Possible collaboration in this area, plus possibilities in other fields, will be followed up at the next session of the UK-Czech joint commission in the summer. Also in the summer Minister of Fuel and Power Vlastimil Ehrenberger is expected to visit the UK.

Industrial co-operation

The possibility of increasing co-operation in several other industrial sectors was also discussed. These included:

- ☐ oil refining and the chemicals industry
- ☐ wood pulp and paper processing
- ☐ rubber industry
- ☐ automotive industry
- ☐ consumer goods

The application of automation in many Czech industries where increases in productivity are a high priority could well offer British companies some new opportunities. Large parts of Czech industry are dogged by a shortage of manpower.

Third markets

The potential for UK-Czechoslovak co-operation in third markets was also covered during Mr Smith's visit. One specific idea mooted was the construction of thermal power stations in third countries.

Close relationship

On his return to London, Mr Smith stressed that it was now up to individual companies to make the most of the opportunities in Czechoslovakia.

'Some firms have experienced difficulties in the past in getting into the market although other companies have operated there very effectively for some years. The climate for co-operation between the two countries is better now than for some time and I think it will continue to improve.

'I detect a real desire in Czechoslovakia to diversify sources of supply and to have a closer industrial and economic relationship with the UK.'

Interkamera visit

During his visit to Prague, John Smith was able to see the seventh international exhibition of photographic, film sound and television equipment, material, (Interkamera '79,) at which, for the first time, there was a joint venture sponsored by the British Overseas Trade Board. Mr Smith spoke to almost all of the British exhibitors including Kodak and Rank Film Equipment who did not take part in the joint venture.

He was told by the companies in the joint venture that they were pleased to have the support of BOTB at this biennial exhibition and were optimistic of long-term success in the market.

Later, during talks with his official host, the Czechoslovak Minister for Foreign Trade, Mr A Barcak, the secretary of state remarked on the high technological level of the exhibits at Interkamera.

Companies in the joint venture, which was sponsored by the Association of British Manufacturers of Photographic Cine and Audio Visual Equipment (BPEG) were: Audio Visual Equipment Ltd, Berkey Colortron, Bowens Sales Service Ltd, Electrosonic Ltd, Optical Textile Ltd, Paterson Products Ltd, and Taylor Hobson, Thorn Lighting Ltd, and Wainco. With the exception of Paterson all were aiming solely for the professional sector of the market.

Overseas trade exhibitions

Eight British joint ventures at Frankfurt

From Sue Holmes, British consulate-general, Frankfurt

Nearly 200 British firms exhibited in eight joint ventures sponsored by trade associations and the British Overseas Trade Board at the Frankfurt international fair from 4 to 8 March. Including independent exhibitors the 210 British firms provided the largest foreign contingent out of a total of 3457 from 55 countries who took part.

The show attracted 110 000 trade buyers, including some 25 000 from 90 countries from all over the world, who saw a wide selection of all kinds of consumer goods – ranging from pianos and musical instruments, pottery, glassware, ornamental tableware, cutlery and silverware; metal goods and giftware; stationery and office supplies; furniture; wickerware and lamps; jewellery, clocks and smokers' requisites, to toiletries and shop window decorations materials.

Musical instruments

The trade fair for musical instruments was held for the last time in conjunction with the Frankfurt fair, and is going to take place from 1980 onwards as a separate event. This year's showing was the most successful ever for the British piano and musical instruments industries. Out of a total of 345 exhibitors from 23 countries in this section, the British group was the strongest with 94 participants.

Thirteen piano manufacturers and four firms showing piano parts, felts, accessories and special tools, more than doubled last year's volume of orders booked at the fair. They came away with a record figure of £2.8 million worth of orders, which is expected to be nearer £3.2 million worth of orders when immediate post-fair business is calculated. The number of pianos sold increased by 51 per cent compared with 1978, and the value was 56 per cent up on last year's orders taken at the fair. Mr G. A. Brasted, secretary of the trade association commented, 'We are all highly delighted with this most successful fair'. This resounding success achieved by the British piano industry was all the more satisfying in view of recent increased efforts made by competitors such as the German Democratic Republic and North Korea in Britain's established piano export markets.

Jointly with the British Overseas Trade Board, the Association of Musical Instruments Industries sponsored a group of 69 firms who displayed every conceivable kind of musical instrument from wood and brass wind, percussion and string instruments, electronic organs and amplifiers, sophisticated electronic sound reproduction and discotheque equipment, sound and lighting effects, music strings and publications, to carrier cases and stands.

British amplification equipment continues to be in great demand and this was reflected in the tremendous interest shown in their exhibits. Throughout the fair, the gangways and stands in the British section were thronged with visitors and the consensus of opinion was that this event was one of the most successful in recent years for British exhibitors. An all-time high volume of orders, topping £1.1 million was achieved by half of the exhibitors in the joint venture group. The others were unable to calculate the business by the close of the fair while some exhibitors were still receiving last minute inquiries on their stands.

Ceramics – big orders

Well over £2 million worth of orders were booked by the group of 17 exhibitors including eight newcomers to the fair taking part in British Ceramic Manufacturers Federation's joint venture not counting the Josiah Wedgwood Group with eight companies, who had not calculated their orders by the close of the fair.

Josiah Wedgwood and group members were showing jointly on a very well laid out stand on the newly built floor of the multi-storied exhibition building which has become the show place for 'everything for the table'. The German Minister of Economics, Graf Lambsdorf, included the Wedgwood stand in his tour of the exhibition grounds after he had made the opening speech.

Cutlery and silverware

Three manufacturers of cutlery and silverware, showing under the umbrella of the UK Cutlery and Silverware Association, netted firm orders worth £100,000 between them with additional orders for 1 million marks expected from a contact established at the fair.

The 37 British manufacturers of stationery, greeting cards, art prints, disposable paperware, office supplies writing instruments, gift wrapping paper, and Christmas decorations, diaries and albums, who were participating under the auspices of the British Stationery and Office Products Federation, were also able to report a most successful showing. Orders in excess of £700,000 were recorded by 18 of these exhibitors alone, and speaking for this group, Mr Fred Mills of the BSOPF was able to report, 'that it had been their best Frankfurt Fair ever'.

Design Council stand

The Design Council organised once again a group stand with 14 exhibitors showing very attractive ranges of high-class giftware, oven-to-table-ware, pottery, fine soaps, desk accessories, greeting cards, doodle boards, aprons and pillows, and attractive toys. Here again a very good volume of orders was booked, and many useful contacts with overseas agents and importers were made which will result in continuous business later on.

Sponsored by the British Jewellery and Giftware Federation were 24 exhibitors of giftware, fancy goods, jewellery, cutlery and silverware and metal goods, table mats, trays and glassware, as well as fine soaps and small leathergoods. Some of these firms have been exhibiting at this event for more than 20 years, and they have become well established in almost all overseas markets through contacts made at Frankfurt, and once again a very good volume of orders – in some cases double that of the 1978 spring event – was recorded.

Last, but not least, the British Art Metal Manufacturers' Export Group displayed wide ranges of brass and copperware of its group members and excellent business was reported.

All British exhibitors were unanimous in their opinion that Frankfurt was a 'must', and they all wish to exhibit again in the Frankfurt international fairs, practically all groups wanting more space for existing exhibitors and newcomers which will still further enhance their sales prospects.

The next Frankfurt fair takes place from 26 to 29 August, 1979, and the musical instruments trade fair is scheduled for 23 to 27 February, 1980, followed by the spring fair from 2 to 6 March 1980.

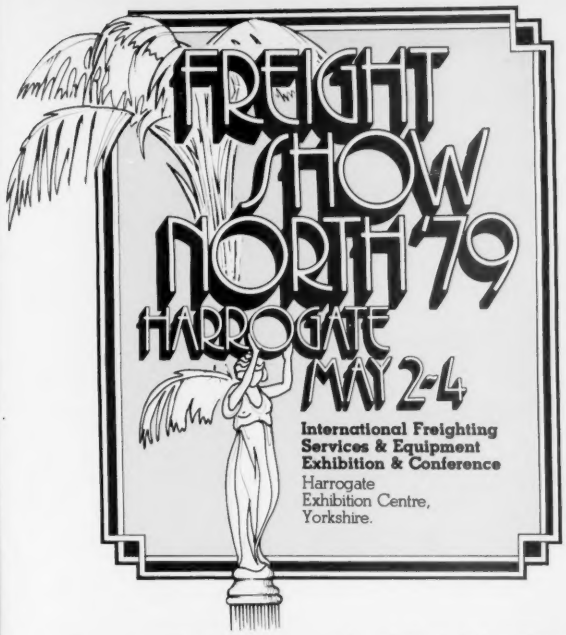
Britain rides crest of success at Equitana

From G. M. Rogers, British consulate-general, Düsseldorf

The fifth equitana exhibition, held in Essen from 7 to 12 March with 532 exhibitors from 19 countries, surpassed all expections. Equitana covered all 12 halls this time and drew 162 000 visitors an increase of 15 per cent over 1977.

The British joint venture was made up of 41 firms as well as an information stand manned by the British Agricultural Export Council (BAEC). The display was sponsored by BAEC and the British Overseas Trade Board with the support of the British Consulate-General, Düsseldorf. It was by far the largest foreign exhibit, although there were also national stands from Hungary, Ireland, Canada, USSR and Poland. The British joint venture, with its displays of merchandise loose boxes, horse boxes and trailers, and top-class ponies and hunters, was a major focus of attention. Gross turnover figures from actual sales off the joint venture stands and immediate forward business amounted to some £1.2 million.

The exhibition was open to the trade and public alike and at the weekend alone attracted over 100 000 visitors from Essen and the Ruhr area. The exhibitors all seemed pleased with the overall trading results especially the foreign firms who came including Austria, the Netherlands, Italy, Switzerland, United States, Australia, Mexico, Peru, Sweden and the Argentine. It is true to say that Equitana has now become the largest event of its kind in the world. Trade visitors came from all over Europe and also from overseas. The exhibition itself covered all aspects of horse riding and equipment and also provided information on horse riding and holiday centres. There were 420 horses at equitana covering 32 different breeds. The smallest horse was 43 cm



Promoted by IFW International Freighting Weekly

Exhibits include: Shipping lines,
airlines, forwarding agents,
road, rail, postal and packaging services;
container, trailer, documentation equipment etc.

Exhibition opening hours 1000 - 1800

INVITATION

This is your invitation to Freight Show North exhibition. Bring this completed registration card with you and exchange it for a free admission ticket valid for all three days of the show.

Freight Show North Forum & Conference

For further details of the programme and fees or if you need hotel accommodation please contact:

Exhibition & Conference Division
Maclean-Hunter Ltd
30 Old Burlington Street,
London W1X 2AE. Tel. 01-437 0644.
Telex 299072 MACHUN

Visitor Registration

(Please print or type)

SURNAME_____ INITIALS_____

JOB TITLE_____

COMPANY_____

ADDRESS_____

_____ TELEPHONE_____

COMPANY'S MAIN ACTIVITY:

- ☐ Manufacturers (shippers)
- ☐ Shipping & forwarding
- ☐ Airfreight forwarders
- ☐ Airline
- ☐ Ports, harbours, terminals
- ☐ Railways
- ☐ Road transport
- ☐ Shipping line
- ☐ Other — please state . . . . . .

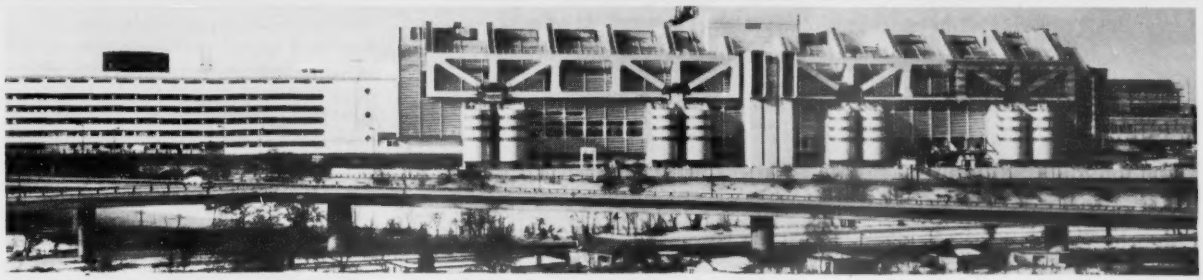
JOB FUNCTION:

- ☐ Shipping Director/Manager
- ☐ Export Director/Manager
- ☐ Chairman/MD
- ☐ Director
- ☐ Manager/Admin
- ☐ Superintendent
- ☐ Export Clerk
- ☐ Planning/Development
- ☐ Production
- ☐ Transport Manager
- ☐ Engineering/Technical
- ☐ Sales/Marketing
- ☐ Purchasing
- ☐ Consultancy
- ☐ Financial
- ☐ government Officer
- ☐ Librarian, lecturer
- ☐ Other

NO OF COMPANY EMPLOYEES:

- ☐ 1 — 49
- ☐ 50 — 99
- ☐ 100 — 249
- ☐ 250 — 500
- ☐ 500+

Upon arrival at the Exhibition Hall, please exchange this completed registration card for a season ticket.



Conventions: Berlin builds for bigger slice

From Gillian Samuel, International Congress Centre, Berlin

If the building makes the convention, then West Berlin now has the equipment to move up the big league of congress venues. The opening of the city's new International Congress Centre (ICC Berlin) on 2 April was celebrated by 7000 guests, including West German President Walter Scheel, in a ceremony which well demonstrated the facilities of the building with, among other events, a spectacular audio-visual presentation from British communications consultants Spectrum Communications Ltd.

The huge, futuristic – if perhaps fussy – new building has been designed for maximum versatility as a meeting place – with facilities for banquets, receptions, concerts, specialist conferences or international conventions. Built on behalf of the Senate of Berlin and operated by AMK Berlin, Berlin's company for exhibitions, fairs and congresses, the centre has 80 conference halls and meeting rooms, including the 5000-seat main auditorium (hall 1). The adjacent hall 2, which can be transformed from a ballroom to a tiered 2000-seat auditorium by retractable seating galleries lowered from the ceiling, shares access to a central stage with facilities for tv shows and entertainment of all kinds.

Because of what is seen as a growing trend to combine fairs with conventions, ICC has been deliberately sited next door to Berlin's exhibition grounds where British firms regularly participate in such international events as the radio and tv exhibition, the agricultural 'green week' and the annual tourism exchange. The fair grounds and the congress centre are connected by a three-story flying bridge housing a press centre and radio and tv studios.

There is no doubt of course that a building of this size is going to take a lot of filling. But the organisers are confident about their prospects. They point to some 120 events already booked this year, 44 firm bookings for next year and 41 events planned for 1981. And between 1980 and 1989 they say a further 450 projects have been lined up.

Then there is the question of costs. Finishing ICC on time was expensive – it cost some 750 million marks (£187 million) – and while annual running costs are put at DM 28 million, AMK Berlin estimates that only DM 5 million will be met from the hire of the building. Managing director Heinz Warneke was quite clear: 'there are no self-financing congress centres,' he said. But he stressed that international congress activity would be of considerable benefit to the city of Berlin not least because of the expenditure by visitors.

high, the largest 185 cm. There were daily ring events.

Of the 41 British firms, some 17 were newcomers to the exhibition while several had been to all previous Equitana going back as far as 1972. The joint venture in hall 10 showed a wide range of merchandise and the firms were either satisfied or delighted with the trading results. The trading results can be categorised as follows:

- ☐ Saddlery sales £163,000
- ☐ Stables and horse boxes £63,000
- ☐ Clothing £47,000
- ☐ Trailers, transporters, carriages and Range Rovers £288,000
- ☐ Special horse clothing and horse-care products £24,000
- ☐ Giftware, books, printed matter and magazines £24,000.

The most successful British exhibitor was undoubtedly Dormit Industries which received orders for its all-weather riding surfaces amounting to £280,000 and the firm expects substantial orders to follow. The exhibitors of horse boxes were also pleased, notably Oakley Coach Builders which sold four vehicles off the stand valued at £53,000 with immediate follow up prospects for further £30,000.

A number of exhibitors of sports clothes were very satisfied and Collins-Nunn international did extremely well with immediate orders for £18,000.

A newcomer to Equitana, Sinclair Trailers, received orders on its stand in excess of £50,000 for horse trailers. The Presteigne Carriage Company, maker of fine horse-drawn vehicles in beautiful colours and finishes, was more than delighted at having sold an entire year's production on the first morning and booked immediate orders for £45,000. Presteigne, in fact, had taken enough orders to keep production going for two years.

One manufacturer, dealing in cast-metal signs, reported turnover 150 per cent over the 1977 Equitana. Kent, the well-known manufacturers of exclusive saddlery, again repeated its fantastic sales performance of 1977.

The majority of British firms said they would come in 1981 when Britain will undoubtedly have the largest foreign stand again, not to mention the half a dozen independent exhibitors who also enhanced Britain's image.

It should not be forgotten that British firms have participated at Equitana since 1972 and that we directly contributed to the success of the exhibition. The fair has come to stay in spite of competition from other trade fair centres such as Paris. Germany is one of the few countries in Europe with a high growth in riding sport activities. There are now some 3200 riding clubs with an annual increase of membership of 10 per cent.

In 1978 there were 400 000 organised riders and a further 1.8 million who ride now and again. It has been calculated that the horse-riding industry has a turnover of 3.3 milliard marks a year and is becoming increasingly a very important sector of the German economy.

UK reaps success at Paris farm week

From Helen Taylor, British embassy, Paris

Visitors from all over France flocked to the Porte de Versailles exhibition park for perhaps the most popular event of the year – the agricultural week, held from 4 to 11 March.

Each of the exhibition halls and every available metre of outside space was used to provide space for the two complementary exhibitions held during the week: the international farm show and the international exhibition of agricultural machinery.

Britain was one of the eight countries with a pavilion in the international hall devoted essentially to livestock. This housed 24 companies taking part in a joint venture sponsored by the British Agricultural Export Council and the British Overseas Trade Board, showing breeding animals, equipment and a range of services to the French farmers and foreign buyers crowding round the stands. Largely as a result of regular exposure at this exhibition, French farmers have for some years now been eager buyers of Friesian cattle, and these were well represented at the show. The British Livestock Company, the principal exporter of pedigree livestock from the UK, exhibiting together with its subsidiary company dealing in embryos, did extremely well. The National Cattle Breeders Association and the Blackface Sheep Breeders Association also reported a high degree of interest in their animals. FarmKey, which has in recent years built up a service dealing in artificial insemination and embryo transfer, was on this occasion concentrating on promoting a new development allowing breeders to obtain many calves from a single cow.

Union Carbide (UK) was showing complementary equipment in the form of cryogenic refrigerators for the transport and bulk storage of frozen semen. Union Carbide is building up its market in France, and the company was well satisfied with inquiries received.

Another company which over the past year has been developing business in France, Photosyn International, specialises in diagnosing and treating trace element deficiencies in the soil. Offering a service, which is unrivalled in France and in many other parts of the world, this rapidly expanding company generated a great deal of interest from customers both locally and from as far afield as Australia and south America.

Among those dealing in equipment Interlink Farm Systems, exhibiting sheep and cattle handling equipment, and penning and feeding systems, repeated its success of former years by taking orders and receiving inquiries worth many thousands of pounds. Alfred Cox (Surgical) Ltd, exhibiting veterinary equipment, remarked particularly on the interest expressed by overseas dealers.

The Northern Ireland Agricultural Trust was also present, supporting four enterprises, dealing in livestock, agricultural machinery and seed potatoes. Livestock, cattle and pigs are already imported into France in substantial quantities, and, this year, useful contacts were made with potential importers of sheep.

Ross Breeders was among those representing Britain in the associated poultry exhibition. The company has been particularly successful in developing the market for turkeys in France and they were pleased with the interest shown in this and their other strains of poultry at the show.

At the adjacent exhibition of agricultural machinery, Britain was represented by a number of major manufacturers, including Gascoigne and David Brown. In addition, the Agricultural Engineers Association sponsored a group of 10 companies exhibiting under the joint venture scheme. Ransomes, Sims and Jefferies principally displayed ploughs incorporating a new hydraulically-controlled device to protect the cutting blades, and grass-cutting machinery; the company expressed satisfaction with the results of the show. Wright Rain Ltd, with its usual prominently situated stand displaying irrigators and pumps, was pleased with the interest shown in its equipment. Farrow Irrigation Ltd, presenting irrigation systems and accessories, was exhibiting for the first time with the aim of promoting their products in the francophone countries in particular. The company obtained expressions of interest from a variety of sources, including a number of would-be distributors in France; however, they reckoned that a good half of their visitors came from abroad, principally from south America, South Africa and the United States.

Another first time exhibitor that aroused a great deal of interest at the exhibition was Agmet Instrumentation Ltd. It was demonstrating its Agmet flowmeter, a unique device for ensuring that fields are sprayed evenly. Inquiries were received, and orders taken, from a wide range of customers including a number from Japan.

An event that has become a regular highlight of the week for British exhibitors was the visit on Thursday 8 March of the Minister of State at Ministry of Agriculture, Fisheries and Food, Edward Bishop. This personal interest in the Paris agriculture week, and the contacts with French government circles arranged during these visits, do much to re-inforce the goodwill that our presence at the two shows has generated over the years.

Flexinet electric sheep netting attracted interest at the stand of Bramley and Wellesley.

Scotland Yard backs up UK showing in Cleveland

From Linda L. Limes, British consulate-general, Cleveland

Specialists from all over the world presented papers at the thirteenth Pittsburgh conference on analytical chemistry and applied spectroscopy, held again in Cleveland from 4 to 9 March. They included Dr R. L. Williams of the Metropolitan Police forensic scientific laboratories, Scotland Yard. His and other British presentations gave excellent back-up to the 15 British firms, sponsored jointly by the British Overseas Trade Board and the Scientific Instrument Manufacturers Association, which exhibited at the exposition which was running concurrently with the conference.

Cleveland, in the heart of the industrial Midwest, has been the venue for this event – now recognised as the largest of its kind in the world – since 1968, when it outgrew facilities in Pittsburgh.

With 900 exhibit booths 360 companies presented over $10 million worth of the latest equipment for chemical analysis and spectrum measuring devices used for rapid identification of a wide variety of substances such as toxins in food, pollutants in water and trace metals in blood. In the same building as the exposition nearly 800 technical papers were presented on the latest methods and discoveries in the analytical field. The growth of the show, shown in both the exhibitor and attendance figures, supports the fact that worldwide sales of this type of high-value equipment have climbed an average 12 per cent a year since 1975, reaching an estimated $1.4 billion in 1978. By 1982 that total should be $2.4 billion, for an average annual growth rate of 14½ per cent.

British companies, such as Cathodeon,

which displayed its multi-element lamps, Gordon Keeble, which featured lab equipment such as micro-pipette tips, Dewar flasks and freeze-file storage containers, and Anaspec Research Laboratories, with its laser equipment and flat-field spectrographs, were extremely pleased with the results of the show. Other satisfied companies which had exhibited at previous shows included Malvern Scientific Instruments, with a new laser particle size measuring device, and Phase Separations which exhibited new high-performance columns for high-pressure chromotography.

First-time exhibitors included Garrick Equipment which introduced its Garricast, a new unit for induction heating and centrifugal casting which completes its cycle within about two minutes, and Jones Chromatography, which displayed column block heaters said to offer a safe method for accurate control of column temperatures. They were impressed with the great deal of attention which their stands attracted and the quality inquiries received from visiting scientists and potential buyers. Two scientific publishers, Heyden and Son and Labmate, were included in the British group and much interest was shown in their publications. The fact that over one half of this year's British contingent has exhibited at the show in the past indicates the value placed on the conference.

This year visitors attended from every major country, including the People's Republic of China and the USSR, and the conference was highlighted by awards granted to six scientists for distinguished work. Due to the worldwide increase of governmental health, safety and environmental regulations, companies are having to pay closer attention to the precise content of their products and the effects on their surroundings. This, coupled with the incorporation of microprocessors making instruments automatic and more reliable, has made this a fast-growing market.

The 1980 show is expected to be even bigger and better and British firms interested in exhibiting in 1980 would be well advised to make early application to the Department of Trade's fairs and promotions branch.

Information office at Hanover fair

At this year's Hanover Trade Fair being held from 18 to 26 April there will be an official British trade information office in the Internationaler Treffpunkt in Congress-Centrum, Room 34-35 which is situated in the Mittelallee.

It will be manned by members of the commercial section of the British consulate-general in Hanover with the assistance of members of other British consulates-general in the Federal Republic and the British embassy in Bonn.

The office will receive trade inquiries from buyers and agents; maintain close links with the Department of Trade and assist British exhibitors with their commercial activities. Should firms wish to contact the office, the telephone number is Hanover 89-3211/12 with effect from 18 April. The telex number is 9230323 and the answer back is 'brfr d'.

New British products at United States gas turbine show

Twenty British companies exhibited with the backing of the British Overseas Trade Board at the international gas turbine exhibition in San Diego (12 to 15 March).

The British firms showed for the first time a variety of new products with applications in the gas turbine, as well as in other fields, including acoustic and heat shield materials, a digital control unit for industrial gas turbines, and a marine propulsion system.

Ultra Electronic Controls, with its attractive and functional stand, received useful and significant trade inquiries. This company makes a wide range of advanced controls and monitoring systems for turbine engines. Dowty Fuel Systems participated on this stand with its range of hydro-mechnical controls, components and systems for the gas turbine industry. Innsworth Metals also took part on the same stand with their range of precision castings.

H. J. Prince (left), marketing executive industrial, Rolls-Royce and Hamish Middleton (centre), also of Rolls-Royce, discuss with a visitor the company's range of industrial gas turbines, and pumping and generating sets.

Overseas trade
export services

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Meadows Airfreight produces new worldwide tariff on import/export

Meadows Airfreight has published the tenth edition of its worldwide airfreight tariff giving detailed information on import and export scheduled consolidation services offered by the company.

Full information on service frequency for export movements and Meadows increasing range of airfreight import services is given together with comprehensive information on rates.

Tabulated data sections are accompanied by a breakdown of specific commodity descriptions; details of available collection and delivery services throughout the UK; notes on unit load devices; on destinations served by Meadows Air Charter and facts about Meadows' airfreight operations and terminology.

Further information: circle 385

New small parcels service to the Gulf twice-weekly

In addition to Viking Air Freight's regular split charter services to the Gulf, the company has launched a small parcels service called Viking Express.

Designed for consignments up to 10 kg, UK collections will be made within a 40-mile radius of London the day before flight departure. Viking operates twice-weekly flights to Dubai (Tuesday and Friday) and a further weekly flight to Abu Dhabi.

For same and preceeding day collections, consignee delivery is guaranteed within 48 hours. All handling and clearance in the Gulf is monitored by the company's staff in the area.

Further information: circle 386

London depot for Manchester Liners

Manchester Liners has set up groupage facilities in London, to assist exporters and forwarding agents in the South of England.

The depot, at the London International Freight Terminal (Lift), offers facilities for handling less-than-container-loads cargo to Montreal, Toronto and Chicago.

The first vessel operating the service, the *Manchester Concorde*, sailed from Manchester on 7 April.

Following this intial sailing Manchester Liners says, receiving will be continuous.

The depot, at No 1 Shed, Temple Mills Lane, Stratford, London, is convenient for the major circular roads around London and the arterial roads to London.

Further information: circle 387

Eurobridge introduces third vessel to NY

Eurobridge Lines, the Manchester-based independent container operator to New York, has introduced a third vessel into its regular service from UK ports.

The Eurobridge Pionir, is now in service enabling the line to step up its frequency to a sailing every ten days.

Walford Lines has recently been appointed the UK agent and loading broker.

Further information: circle 388

Export container keeps its lid on when tipped over

A new type of cylindrical, plastic shipping container for use where the lid just has to stay on, has been introduced by Thurgar Bolle Ltd of Kettering.

It is called the V-20, has a 20-litre capacity and has been constructed with a reinforcing ring round the shoulder so that, should the container fall over, the lid is still kept clear of the ground. For further security, the lid is fitted with a neoprene gasket.

The container has been designed for the safe transport of most chemicals, oils, powders, foodstuffs and water-based paints, can be pigmented in almost any colour and can be off-set or silk-screen printed in up to three colours.

The manufacturer claims that it is more durable than the normal 26-28 gauge steel pail because it avoids rusting and permanent deforming. It is also considered to have a cost advantage over standard steel containers.

It is nestable and space-saving, and, when full, will stack six-high.

Further information: circle 389

Moo-vement by Mitchell Cotts to Dubai

A number of pedigree Friesian heifers in calf were airfreighted from Gatwick to Dubai by Mitchell Cotts Air Charter.

The cows, all between five and seven months in calf, were being exported to provide the nucleus of a pedigree herd and a source of fresh milk. Before dispatch they were checked by a vet to ensure they were free from foot and mouth disease, tuberculosis and brucellosis.

They were loaded at Gatwick at night and arrived at Dubai in the early morning.

Further information: circle 390

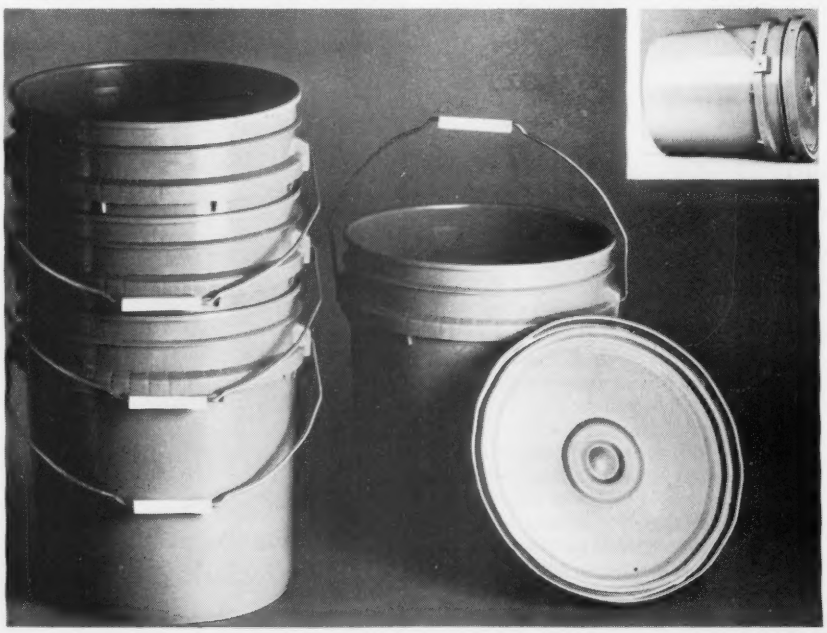
Advertisements launched to boost air freight

To expand the use of air freight by importers and exporters in the UK Emery Air Freight launched a major television advertising campaign on March 26.

The commercials will run for four or five weeks in the Granada TV region.

Further information: circle 391

Thurgar Bolle's exporting containers. (Inset): the shoulder keeps the lid clear of the ground.



Overseas trade country data

Australia

Airpots. An investigation into the safety of airpots, described as being insulated flasks or containers fitted with a hand-operated pump and used for the temporary storage of hot or cold liquids and beverages, was recently carried out on behalf of the New South Wales government following receipt of complaints of serious scalds suffered by some users.

The state government subsequently made an order requiring this product to carry a warning label.

A copy of the order is available from Department of Trade, Room 336, 1 Victoria Street, London SW1H 0ET, indicating the text and form which the warning has to take.

Inquiries: CRE 01-215 5319.

Ref: CRE 35184

Acrylonitrile-butadiene-styrene. The Australian government has received a request for temporary protection against the import into Australia of acrylonitrile-butadiene-styrene (ABS) falling within tariff item 39.02.130.

Requests for temporary protection are initially considered by the department concerned and at a later stage they may be referred to the Temporary Assistance Authority (TAA) for inquiry and report within 45 days of the date of the reference. Any temporary protection which may be accorded on the recommendation of the TAA is in the nature of a holding action pending government consideration of the general question of long-term protection for the industry.

Those interested, either in support of, or in opposition to, the request may submit their views to the Department of Industry and Commerce, PO Box 80, Canberra, ACT 2600, for consideration.

A further notice will be issued, giving date and location of the public hearing, should the matter be referred to the TAA.

Inquiries: CRE 01-215 5319.

Ref: CRE 733/79

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Ethiopia

Visa applications. The Ethiopian authorities have said that they require at least 45 days to process visa applications made to them through their embassies.

Visitors resident in countries where there is no Ethiopian embassy have been given transit visas, valid for a few days, on arrival in Ethiopia.

UK visitors are advised to contact the Ethiopian embassy well before the date of their planned visit.

Inquiries: CRE 01-215 5226.

Netherlands

Soft drinks, etc. Two decrees dated 22 February 1979 (Staatsblad 100 and 102), published on 22 February, established respectively the Soft Drinks and Syrups Decree (Commodity Law) and the Jam and Preserved Fruit Decree (Commodity Law). The Jam and Lemonade Decree (Commodity Law) is abrogated under article 20 of the Soft Drinks and Syrups Decree.

Copies of this decree (in Dutch) are available from OTAR 01-248 5757 ext. 288/466/467.

Nigeria

Budget 1979–80. General Obasanjo introduced the last budget before the return to civilian rule and the twentieth since independence with a review of indigenisation, production, distribution of income, patterns of consumption and inflation. The following paragraphs contain the main points of his speech.

Since 1972, shares valued at 472 million Naira had been transferred from expatriate to Nigerian ownership. Gross domestic product had risen from 5.6 billion Naira in 1970 to 27.3 billion Naira in 1978, and had grown by 5.5 per cent in the last financial year, but agricultural production and incomes had lagged behind those in the other sectors. To encourage local production of import substitutes, a decree would be promulgated ensuring that any imported goods banned would remain banned for eight years.

Financial details were: out of total revenue of N8.8 billion, federal retained revenue would be N6.3 billion; allocations to states, N2.2 billion; allocation to local government authorities N0.3 billion; federal recurrent expenditure of N2.9 billion, in real terms this represented a decrease of some 10 per cent; federal capital budget would be N6.6 billion of which N5.5 billion is approved now and N1.1 billion reserved until revenue position improves; federal internal borrowing of N1 billion; federal external borrowing of N1.1 billion.

Main allocations of federal capital estimates are; Nigerian National Petroleum Corporation, N1 billion; Ministry of Works, N886 million; defence, N602 million; National Electric Power Authority, N500 million; agriculture, N446 million; education, N390 million; communications, N308 million; industries, N293 million.

There will be no change in the level or structure of interest rates and the expansion of total bank credit will be kept to 30 per cent. The permitted increase in credit to manufacturing industry will rise from 32 per cent to 33 per cent and a new agro-allied sector will be created with a target of 3 per cent. The credit ceiling for the import sector will be reduced from 8 per cent to 5 per cent. Credit for export business is transferred to the preferred sector. Stabilisation securities will be phased out and there will be a 50 per cent reduction in banks' cash reserve requirements.

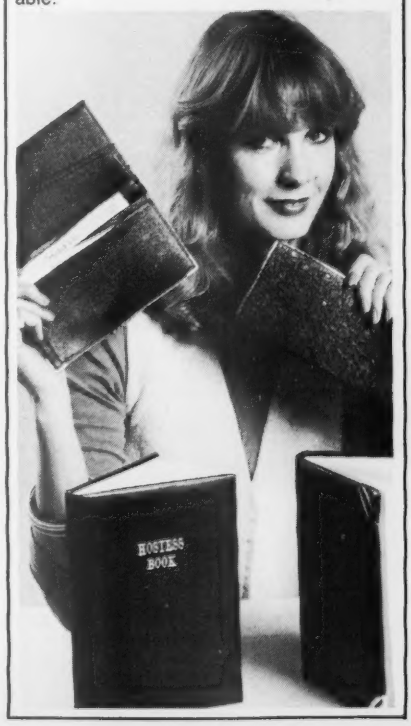
Income guidlines remain substantially unchanged. Dividend payments will not be allowed to exceed 50 per cent of after-tax profits.

A capital transfer tax is to be introduced for transfers of assets worth more than N100,000.

Some adjustments in import duties will be made and footwear uppers, toothpaste and

Exclusive fancy leathergoods from Britain

These distinctive hand-made, natural leather wallets and leather-bound books will be among a range to be shown by Marshall and Co, London, at the international leather goods show in New York being held from 22 to 24 May. The wallets are mounted on three edges with 'gold filled' flexible clips. The one on the left is of morocco leather and on the right of farmed ostrich. All the wallets in the range are expertly hand-cut from selected skins and the parts matched, grain for grain. Edges are hand-pared and expertly finished. Linings and leathers are kept thin and pliable.

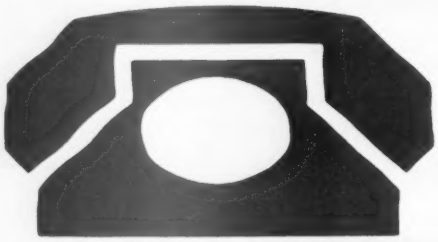


OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; regulations on foodstuffs, drugs and pharmaceuticals, agency legislation; setting up of a subsidiary company; and the import of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestocks meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) *should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.*

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A

1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade

423 France and French overseas departments, French overseas territories, Comoros

439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname

466 Italy, Irish Republic

467 Federal Republic of Germany

Sub-section B

Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta

459 Austria, Sweden, Switzerland

460 Portugal, Finland, Iceland, Macao

461 Spain, Canary Islands, Andorra

Sub-section C

1 North America, Bahamas, Bermuda, West Indies

455 Canada

456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)

7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, *Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru,* Venezuela

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D

Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara

471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa/Namibia and Swaziland), Zambia, British Indian Ocean Territory

472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire

473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E

Australasia and south-east Asia, eastern bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines

468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia

469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F

Middle East (part) and Asia (part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic

475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates

7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka

artificial flowers and fruits will be banned. Twenty-five items, including wheat, rice, sugar, butter, cheese, frozen beef, blankets, asbestos roofing sheet, complete sewing machines, cosmetics and perfumeries are placed under licence.

Efforts to stimulate agricultural production will be intensified; the National Electric Power Authority will be made to operate on a quasi-commercial basis; Secondary education will be free and more resources will be allocated to university education; construction of a new federal capital will begin in this financial year and population of 30 000 should be achieved in three years.

Attention was drawn to the drastic fall in the nation's external reserves. Exports fell from N7.7 billion in 1977 to N6.6 billion in 1978, while imports rose from N7.1 billion to N8.3 billion in same year. The current account deficit had risen from N656 million to N2.3 billion in 1978. The overall deficit after capital transfers had roughly doubled to N1 billion.

Further budget measures were announced by the federal commissioner for finance, and information on other points may be made to CRE 01-215 3064/3338.

South Africa

Budget 1979. The South African Minister of Finance, Senator Horwood, presented his budget for 1979-80 on 28 March. He expected that in 1979 there would be a 3 per cent rise in real private consumption and a reversal of the downward tendency in real fixed investment and inventories. He believed that the growth rate of real gdp could accelerate to 4 per cent (2.5 per cent in 1978) eventually giving rise to a substantial increase in imports, particularly of capital and intermediate goods.

Government expenditure was estimated at R11,190 million (12 per cent more than 1978) and revenue was estimated at R8,995 million. R200 million is to be financed by foreign borrowing. Senator Horwood pointed out that the increase in government expenditure included amounts for public sector salaries and increased interest paid on the public debt and that government policy remained strictly one of limiting state expenditure and leaving the private sector sufficient means for development.

Among measures announced in this budget are tax cuts amounting to R726 million, a reduction of the import surcharge from 12.5 per cent to 7.5 per cent *ad valorem*, and an increase in financial provision for export promotion.

Measures taken, in view of the oil crisis include abolition of the 5 per cent *ad valorem* customs and excise duty on motor cycles of less than 200 cc, imposition of an additional 10 per cent duty on diesel vehicles and provision of a further R50 million for the extension of Sasol II in addition to R100 million for the original Sasol II oil from coal project.

Inquiries: CRE 01-215 5274.

CRE tel. Direct dialling
OTAR tel. 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

United States

Safety standards. The *Federal Register*, 19 March, published a notice by the Department of Transportation, requesting comments from all interested persons concerning a petition for rulemaking that would limit the speed capability of commercial vehicles engaged in United States interstate commerce to 57 mph.

Comments must be received on or before 17 August 1979.

Inquiries: CRE 01-215 5629.

Special summary steel invoice. The *Federal Register*, 7 March, published a final rule, by the United States Department of Treasury, amending the present customs regulations relating to the special summary steel invoice (SSSI), Customs form 5520, which at present accompanies each importation of steel mill products with a value over $2,500, under the Treasury's trigger price mechanism. The amendments, effective 7 May 1979, will require more information to be provided, but the minimum value of a shipment for which an SSSI must be presented rises to $10,000.

Inquiries: CRE 01-215 5397.

Zaire

Tourists. Following an executive council decision taken on 2 March all foreign visitors are required to enter Zaire through Kinshasa.

This decree should not affect business visitors as most arrive by air.

Inquiries: CRE 01-215 5334.

TRADE ANALYSIS

A monthly digest and analysis of the U.K.'s Export and Import trade.

Sample copy on request

Freight Information Services
Adelphi Chambers,
Hoghton Street,
Southport PR9 0NZ

(0704) 38515

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services.

Y. NISHI, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

Statistics

The economy: selected indicators [1]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers'	Retailers'	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			£ million 34,469	19,995	4,540	3,181	£ million		
1973	103.3	65 586	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.5	64 212	21 175	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 385	20 488	3 522	3 841	−1 625	−1 221	−249	−100	−1 843	−3 236	1 393
1976	102.9	63 540	20 395	3 345	3 926	260	316	131	13	−1 137	−3 601	2 464
1977	104.9	62 954	19 961	3 573	4 325	978	442	266	29	298	−1 744	2 042
1978	108.1	66 397	20 514	3 848	4 681	962	595	−15	333	254	−1 175	1 429
1976 2nd qtr	102.4	15 834	5 107	828	972	−74	−29	−10	−67	−328	−949	621
3rd qtr	103.3	15 934	5 177	849	1 005	163	99	81	46	−411	−1 136	725
4th qtr	104.2	16 007	4 955	856	1 014	259	260	17	27	−315	−966	651
1977 1st qtr	103.8	15 622	4 821	851	1 030	430	235	82	117	−428	−946	518
2nd qtr	104.5	15 551	5 010	879	1 044	293	97	179	4	−297	−779	482
3rd qtr	105.0	15 876	5 057	910	1 103	−70	−6	−80	−59	522	−3	525
4th qtr	106.5	15 905	5 073	932	1 149	325	116	85	−33	501	−16	517
1978 1st qtr	105.9	16 296	5 151	923	1 162	291	38	81	62	−341	−596	255
2nd qtr	108.4	16 487	5 161	963	1 173	280	272	−62	128	146	−173	319
3rd qtr	109.2	16 858	5 147	981	1 161	302	175	45	54	51	−367	418
4th qtr	108.8	16 756	5 055	982	1 184	89	111	−79	89	398	−39	437
% change last 2 qtrs on prev. 2 qtrs.	+1.7	+2.5	−1.1	+4.1	+0.4							
on a year earlier	+3.1	+5.8	+0.7	+6.6	+4.1							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)				Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults		Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count		On a balance of payment basis	
	at 1975 prices		at 1971 prices		(not seasonally adjusted)				(old series)					at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands		1975 19,463	1975 22,699
1973	109.5	108.4	110.3	137.1	93.5	9.1	58.8	66.7	152.1	611.0	2.6	307.0		97.7	108.8
1974	105.1	106.5	109.0	102.8	108.5	16.0	85.8	81.8	179.1	599.7[2]	2.6[2]	302.7[2]		104.2	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0[2]		100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8[2]	5.4[2]	120.4[2]		109.7	105.6
1977	105.8	102.8	103.6	107.1	182.0	15.8	145.6	140.5	288.5	1 378.1	5.8	155.6[2]		118.9	107.2
1978	109.7	103.5	109.2	130.1	197.1	8.3	144.6	153.3	330.2	1 375.6	5.8	210.3		122.9	112.6
1977 1st qtr	105.6	103.9	103.3	104	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6	..		115.9	108.8
2nd qtr	105.5	102.4	102.4	103	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7		117.7	110.6
3rd qtr	106.2	103.0	104.2	112	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9		124.6	107.3
4th qtr	105.8	101.8	104.7	110	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1		117.3	102.3
1978 1st qtr	107.0	102.2	106.4	131	190.6	9.5	140.2	149.2	310.8	1 409.4	5.9	187.7		119.6	113.5
2nd qtr	110.7	104.5	107.9	132	195.8	7.7	146.3	151.8	329.0	1 372.7	5.7	210.3		122.2	109.7
3rd qtr	111.4	104.9	110.7	135	199.2	7.8	144.9	154.8	334.6	1 380.5	5.8	213.0		124.8	114.9
4th qtr	109.6	102.5	111.7	123	202.6	8.1	147.1	157.3	346.4	1 339.7	5.6	230.3		124.8	112.3
1979 1st qtr										1 350.7	5.7	234.6			
1978 Mar	106.8	102.4	107.2	145	191.8	9.1	142.0	150.0	314.8	1 400.0	5.9	195.8		120.4	116.3
Apr	111.0	105.1	106.9	134	194.6	7.9	145.1	150.9	325.7	1 387.1	5.8	203.7		124.3	104.8
May	110.0	103.5	108.2	126	195.7	7.7	146.8	151.9	327.2	1 366.4	5.7	209.9		120.5	113.3
Jun	111.1	105.0	108.6	135	197.2	7.4	147.0	152.7	334.0	1 364.7	5.7	217.4		121.9	111.1
Jul	111.5	104.9	111.0	109	198.1	7.8	145.8	153.8	332.7	1 371.4	5.7	211.0		125.7	114.3
Aug	112.0	105.7	111.7	148	199.4	8.0	144.2	154.8	333.2	1 392.1	5.8	209.3		124.5	111.3
Sep	110.6	104.1	109.6	146	200.2	7.8	144.8	155.7	338.0	1 378.3	5.8	218.7		124.3	119.1
Oct	108.5	101.7	110.2	134	201.1	7.8	145.7	156.6	344.8	1 359.6	5.7	228.4		125.9	110.8
Nov	109.4	102.3	110.5	119	202.5	8.1	147.3	157.1	343.5	1 338.8	5.6	231.3		122.5	113.7
Dec	111.0	103.4	113.8	115	204.2	8.4	148.3	158.3	351.0	1 320.7	5.5	231.2		126.0	112.5
1979 Jan	104.4 p	94.9 p	109.6	121	207.2	9.3	150.8	160.0	344.4 p	1 339.1	5.6	235.9		113.1	107.3
Feb			110.4	117	208.9	9.6	152.0 p	161.7 p		1 362.5	5.7	230.9			
Mar							153.8 p	162.9 p		1 350.4	5.7	237.0			
% change latest 3 months on prev. 3 months	−1.9	−3.5	+1.1	−11.5	+2.7		+3.5	+2.7	+2.3	+0.8		+1.9		−3½	−2
on a year earlier	+1.9	−1.9	+4.7	0.0	+9.1		+8.6	+8.3	+14.0	−4.2		+25.0		+5	+5½

p Provisional e Estimate [1] Including figures published by 11 April 1979 [2] Average of available months

Inquiries: 01-215 3453

Cost indices for the aerospace and radio, radar and electronic capital goods industries

January's cost indices are given here. An explanation of the compilation of the indices was given in *Trade and Industry*, 8 December 1978, page 544.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively)

1975 = 100

	1978									1979
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
1 BOUGHT OUT FINISHED GOODS PURCHASED BY		p	p	p	p	p	p	p	p	p
Aerospace industry	151.0	152.0	154.8	155.3	155.6	157.0	159.9	160.3	162.2	162.1
Airframe sector	149.6	150.1	151.7	152.2	152.6	154.3	157.8	158.4	160.4	160.6
Aero-engine and aero-engine parts sector	152.3	153.8	157.4	158.1	158.3	159.4	161.8	162.1	163.9	163.6
Aero-engine parts sector	152.3	153.9	157.2	158.5	158.7	159.6	161.3	161.8	163.1	163.2
Aircraft components sector	149.3	149.9	151.5	152.3	152.7	154.2	157.2	157.6	159.5	159.7
2 OTHER MATERIALS PURCHASED BY										p
Aerospace industry	150.8	151.7	153.0	154.0	154.7	156.0	157.3	158.6	159.9	160.5
Airframe sector	153.1	153.7	155.2	156.1	156.7	157.8	158.7	159.8	161.4	162.7
Aero-engine and aero-engine parts sector	150.4	151.1	152.6	153.8	154.6	156.4	158.2	159.9	161.6	163.4
Aero-engine parts sector	149.7	150.9	152.0	153.3	154.2	155.4	156.6	157.8	159.1	160.6
Aircraft components sector	151.0	152.3	153.2	154.2	154.7	155.8	156.8	157.8	158.6	159.9
3 ALL PURCHASES OF GOODS BY		p	p	p	p	p	p	p	p	p
Aerospace industry	150.8	151.9	154.1	154.8	155.3	156.6	158.9	159.5	161.3	161.5
Airframe sector	150.6	151.4	153.0	153.6	154.1	155.5	158.1	158.9	160.8	161.4
Aero-engine and aero-engine parts sector	151.7	153.1	156.1	156.9	157.3	158.5	160.8	161.5	163.3	163.5
Aero-engine parts sector	151.4	152.7	155.1	156.4	156.9	157.9	159.4	160.2	161.5	162.2
Aircraft components sector	150.3	151.6	152.7	153.6	154.1	155.3	156.9	157.7	158.8	159.8
Radio, radar and electronic capital goods industry	149.5	150.6	151.8	152.5	152.8	154.2	156.5	157.6	158.7	p 160.0
4 SALARIES AND GENERAL EXPENSES		p	p	p	p	p	p	p	p	p
Aerospace industry	149.5	149.3	151.4	151.4	151.6	153.3	159.0	158.8	161.9	160.9
Airframe sector	148.2	148.1	150.1	150.1	150.3	152.0	157.2	157.0	160.1	159.2
Aero-engine and aero-engine parts sector	151.0	150.8	152.9	153.0	153.2	154.3	160.9	160.8	163.8	162.8
Aero-engine parts sector	152.2	152.1	154.1	154.3	154.6	156.3	162.4	162.4	165.4	164.6
Aircraft components sector	150.1	150.0	152.1	152.1	152.2	154.0	160.1	159.9	163.1	162.0
Radio, radar and electronic capital goods industry	153.0	152.9	155.0	155.0	155.1	157.1	162.7	162.6	166.0	p 164.6
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS								p	p	p
Aerospace industry	138.4	137.7	140.5	140.3	140.4	142.7	145.9	145.2	149.2	146.8
Radio, radar and electronic capital goods industry	143.0	145.7	148.1	146.9	144.9	146.8	151.5	153.1	153.3	p 153.2
6 COMBINED COSTS		p	p	p	p	p	p	p	p	p
Aerospace industry	148.2	148.6	150.8	151.2	151.4	153.0	156.5	156.8	159.4	158.8
Airframe sector	147.9	148.2	150.0	150.3	150.6	152.2	155.8	156.2	158.8	158.4
Aero-engine and aero-engine parts sector	149.0	149.6	152.2	152.6	152.9	154.4	157.8	158.2	160.8	160.2
Aero-engine parts sector	148.8	149.2	151.5	152.1	152.5	153.9	157.2	157.6	160.0	159.6
Aircraft components sector	147.3	147.6	149.4	149.7	149.9	151.5	155.2	155.5	158.1	157.5
Radio, radar and electronic capital goods industry	149.9	150.7	152.5	152.6	152.5	154.2	158.2	158.9	160.7	p 160.8

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers for the aerospace industry is available only for certain months of the year – manual earnings information is available for April and October each year, ATC salaries information is available for April of each year.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 7 December and will affect indices from May last year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April articles and these affect series from the preceeding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 5 October.

The indices for wages and salaries for the radio, radar and electronic capital goods industry are based entirely on information relating to average earnings in the electrical engineering industry and all the manufacturing industries respectively.

The cost index tables previously D1-D5 and D7 have been redesignated sections 1 to 6 in the table.

The indices of combined costs are based on the assumption of no change in productivity.

p = Provisional

Reserves rise in March

UK official reserves rose by $837 million during March. Accruals of foreign currency borrowing by the public sector under the exchange cover scheme amounted to $240 million, and repayments – including early repayments – to $420 million. At the end of March, the reserves on the old valuation stood at $17,454 million. After revaluation, the reserves stood at $21,947 million.

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. Further details are available from the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1.

Wholesale price indices in March

Output prices

The provisional price index for the home sales of manufactured products increased by ¾ per cent in March to 162.9 (1975 = 100).

The index for manufactured products other than food, drink and tobacco was 1 per cent higher. More than a quarter of this increase was caused by the residual effects (see note) of February's price increases for petroleum products. This index rose 3¾ per cent in the latest three months.

The index for the output of the food manufacturing industries increased by ¼ per cent in March as a result of slightly higher prices throughout the sector. This index has increased by 1¾ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period was 8½ per cent, the same as in February, on revised figures. The increase in the index over the latest six months also remained unchanged at 4½ per cent.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry increased by 1¼ per cent in March to 153.8 (1975 = 100). This index rose by 8¼ per cent over the last 12 months.

The 1¾ per cent increase in the index for coal, gas and electricity was due to increased prices for coal.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries increased by 1½ per cent. The index for materials other than crude oil rose by 2½ per cent; higher prices for carbonising coal and further higher prices for hides and skins made the most significant contributions; there were also high prices for several metals, especially copper and lead.

Higher prices for home produced cereals made the most significant contribution to the ½ per cent increase in the index for materials purchased by the food manufacturing industries.

1975 = 100

	Jan	Feb p	Mar p
Output prices (home sales)			
All manufactured products	160.0	161.7	162.9
Products of manufacturing industry other than food, drink and tobacco industries	158.1	160.1	161.7
Products of the food manufacturing industries	168.9	170.0	170.5
Prices of materials and fuel purchased			
By manufacturing industry	150.8	152.0	153.8
materials	150.3	151.6	153.3
coal, gas and electricity	153.1	153.0	155.7
By manufacturing industry other than food, drink and tobacco industries	144.6	146.7	148.9
materials	142.9	145.3	147.5
By food manufacturing industries	164.4	163.7	164.6
materials	164.7	163.9	164.8

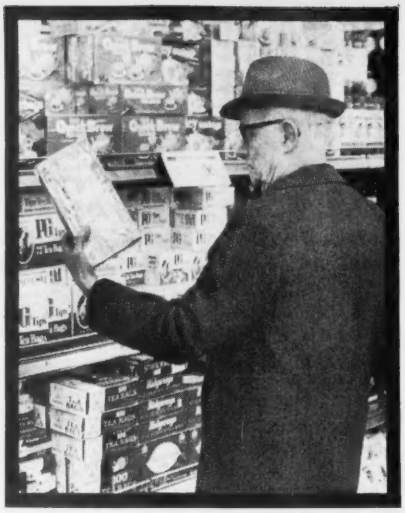
p Provisional.

Note

The indices relate to the average prices for the month. The full effect of a price change within a month will only be reflected in the index for the following month.

Inquiries: 01-215 3351.

Retail sales in February



Volume

The final seasonally adjusted index of the volume of retail sales in February is 110.4 (1971 = 100), rather lower than the provisional estimate of 111½ (announced on 12 March).

The figure indicates a recovery from January when trade was affected by the lorry drivers' dispute. Sales by food shops, which were at a high level in January, fell back sharply to below the level of the second half of last year. Sales by non-food shops in February recovered to around the level of the second half of last year but showed no making up to compensate for lower sales in January. Trade in non-food shops may have been affected by the continuing bad weather in February.

In the three months December to February the volume of sales was 1½ per cent higher than in the previous three months.

For the main components of total trade the volume of sales by food shops was 2 per cent higher than in the previous three months. Sales by clothing and footwear shops rose by 3 per cent and sales by durable goods shops rose by 1 per cent. Sales by 'other non-food' shops, which include department stores and mail order businesses, fell by 1 per cent between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in February was 12 per cent higher than in February 1978. In January and February, the average value of sales was 13 per cent higher than in the corresponding period of 1978.

Inquiries: Department of Trade, Economics and Statistics Division 6c, Room 351, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3705.

Notes

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked ' which are of five weeks. The February 1979 sales period was the four weeks from 28 January 1979 to 24 February 1979. The corresponding period in 1978 was the four weeks from 29 January 1978 to 25 February 1978.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the provisional estimate of the seasonally adjusted index of the volume of retail sales for March and the increase in value of sales compared with a year earlier is due to be published later this month.

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	105.3	101.6	107.9	104	113	108
1973	110.3	101.6	116.6	108	127	117
1974	109.0	102.4	113.8	106	122	115
1975	106.7	100.0	111.5	106	119	111
1976	106.5	98.7	112.1	106	122	111
1977	103.6	94.8	110.0	105	119	109
1978	109.2	98.0	117.4	114	130	114
1977						
1st qtr	103.3	94.9	109.4	105	115	109
2nd	102.4	94.4	108.1	101	118	108
3rd	104.2	94.3	111.3	107	121	110
4th	104.7	95.6	111.3	109	122	109
1978						
1st qtr	106.4	96.6	113.6	111	124	111
2nd	107.9	97.8	115.3	111	129	113
3rd	110.7	98.1	119.9	117	134	116
4th	111.7	99.4	120.6	119	134	116
1978						
February	106.7	96.7	113.9	109	129	111
March [1]	107.2	97.5	114.2	116	118	112
April	106.9	96.6	114.5	108	130	112
May	108.2	98.3	115.4	113	127	112
June [1]	108.6	98.3	116.0	111	130	113
July	111.0	98.2	120.4	116	137	116
August	111.7	97.8	121.8	121	133	118
September [1]	109.6	98.2	118.0	115	133	114
October	110.2	98.3	118.8	115	132	116
November	110.5	98.6	119.2	115	132	116
December[1]	113.8	100.9	123.2	126	137	117
1979						
January	109.6	103.6	113.9	109	127	111
February	110.4	97.0	120.2	117	137	116
1978						
September-November	110.1	98.3	118.6	115	132	115
1978-1979						
December-February	111.5	100.5	119.4	118	134	115
Percentage increase	1.3	2.2	0.7	3	1	−1

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	109.0	114.2	112	118	114
1973	126.9	123.0	129.8	128	136	128
1974	146.7	144.9	148.1	148	144	149
1975	174.4	175.0	174.0	171	168	178
1976	200.1	204.8	196.7	189	187	204
1977	228.0	234.7	223.1	216	206	233
1978	260.1	261.8	258.8	255	244	266
1977						
1st qtr	216.7	224.2	211.2	205	192	221
2nd	222.0	230.4	215.9	204	201	227
3rd	233.7	238.8	230.0	223	213	240
4th	239.6	245.5	235.2	231	220	243
1978						
1st qtr	246.4	249.8	243.8	239	228	252
2nd	254.4	258.4	251.4	244	241	259
3rd	266.6	266.0	267.1	264	253	274
4th	273.0	273.1	273.0	272	255	280
1978						
February	246.3	249.7	243.9	235	235	252
March [1]	250.1	253.6	247.6	250	220	257
April	249.8	252.4	247.8	236	241	256
May	255.2	259.9	251.7	248	237	259
June [1]	257.4	261.9	254.1	246	244	262
July	265.0	264.5	265.3	260	255	272
August	269.2	265.7	271.9	273	252	279
September [1]	265.9	267.4	264.8	260	252	272
October	267.9	268.1	267.8	262	250	277
November	269.7	270.8	268.9	262	251	279
December[1]	279.8	278.9	280.4	289	262	283
1979						
January	273.1	291.3	259.9	254	241	270
February	275.4	274.6	275.9	271	262	283
1978						
September-November	267.7	268.6	267.0	261	251	276
1978-1979						
December-February	276.4	281.4	272.7	273	255	279
Percentage increase	3.2	4.8	2.1	4	2	1

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Hire purchase and other instalment credit business in February

Finance houses, other consumer credit grantors and retailers advanced £531 million of new credit in February. Lending by finance houses and other consumer credit grantors amounted to £311 million, which was higher than in January. Lending by retailers, at £220 million, was lower than in January. These figures allow for seasonal factors, as do all figures in the article unless otherwise stated.

Advances in the latest three months, December to February, were lower than in the previous three months. Lending by finance houses and other consumer credit grantors decreased by 4 per cent between the two three-month periods. Lending by retailers increased by 2 per cent.

Finance houses and other consumer credit grantors advanced £311 million of new fixed-sum credit in February. Within this total, £181 million was advanced under regulated consumer credit agreements and £130 million under other credit agreements. Lending to individuals under regulated agreements decreased by 5 per cent during the latest three-month period. Lending under other credit agreements (mainly lending to companies) decreased by 2 per cent.

The average weekly value of instalment credit sales by retailers in February was lower than in January. In the latest three months,

continued on next page

Rebasing of finance houses' credit series

The finance house figures have been rebased on the results of the 1976 inquiry to consumer credit grantors since the last figures were issued. The figures in this article therefore replace those in earlier articles.

Coverage of finance house figures has been extended to include other consumer credit grantors such as check traders, moneylenders and finance houses specialising in personal loan or second mortgage business. Fixed-sum credit agreements for which the rates of charge may vary during the period of the agreement, non-instalment fixed-sum credit agreements and amounts outstanding on running-account credit agreements are also included in the figures for the first time in this article.

Charges for credit and deposits or down-payments are excluded from the figures of new credit extended in tables 1 and 2. The retailers' figures in column 3 of table 1 which previously included charges now also exclude charges. Thus new credit extended is the amount of credit advanced during the period. Figures for retailers are estimated from the value of their instalment credit sales, which excludes both charges and deposits. Figures for retailers' credit sales include sales on budget and other running-account agreements.

Table 1 **Hire purchase and other credit business, seasonally adjusted** [1]

£ million

	Total		Finance houses[2]		Retailers[3]	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1976	3 688		1 835		1 853	141
1977	4 644		2 552		2 092	125
1978	5 998	1 561	3 563	1 370	2 435	191
1977						
2nd qtr	1 102	191	595	172	507	19
3rd	1 203	238	657	199	546	39
4th	1 278	384	736	372	542	12
1978						
1st qtr	1 373	397	809	331	564	66
2nd	1 506	469	901	409	605	60
3rd	1 541	371	894	311	647	60
4th	1 576	324	958	319	618	5
1978						
July	490	94	270	77	220	17
August	536	156	321	129	215	27
September	516	120	304	105	212	15
October	508	102	306	92	202	10
November	561	133	344	123	217	10
December	507	88	308	104	199	−16
1979						
January	525	159	300	114	225	45
February	531	138	311	109	220	29
1978						
Sep-Nov	1 586	355	954	320	631	35
1979						
Dec-Feb	1 563	385	919	327	644	58
Percentage increase	−1		−4		2	

[1] Excluding charges. [2] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [3] Durable goods shops, department stores and 'other credit retailers'. For further definitions see footnotes to table 3.

Table 3 **Retailers' credit sales, seasonally adjusted**

Index numbers of value of sales per week (current prices) 1971 = 10

	Total[1]	Durable goods shops	Department stores	Other credit retailers[2]
(HP and other credit sales in 1971 £ million[3])	(1130)	(370)	(139)	(621)
1976	190	136	162	229
1977	217	142	171	272
1978	257	169	204	320
1977				
2nd qtr	210	136	153	266
3rd	227	148	179	284
4th	227	148	184	283
1978				
1st qtr	237	167	183	291
2nd	254	171	199	315
3rd	272	174	219	342
4th	264	166	214	334
1978				
July	275	178	231	343
August	271	174	205	344
September[4]	270	170	221	340
October	258	162	205	327
November	274	166	227	349
December	260	168	211	326
1979				
January	281	181 r	229	352
February	277	168	226	353
1978				
Sep-Nov av.	268	167	218	339
1979				
Dec-Feb av.	272	173	221	343
Percentage Increase	2	4	1	1

[1] Durable good shops, department stores (including co-operative societies) and 'other credit retailers'. [2] General stores (other than department stores) and general mail-order houses. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consist of four weeks except those marked [4] which are of five weeks. The period covered by February 1979 sales was the four weeks from 28 January 1979 to 24 February 1979. The corresponding period in 1978 was from 29 January 1978 to 25 February 1978.

Table 2 **Finance houses and other consumer credit grantors' business** [1]

£ million

	Seasonally adjusted				Unadjusted	
	Regulated consumer credit agreements [2]		Other credit agreements [3]		Total debt outstanding at end of period	
	New fixed-sum credit extended [4]	Change in debt on fixed-sum credit agreements [4]	New fixed-sum credit extended [4]	Change in debt on fixed-sum credit agreements [4]	Fixed-sum agreements [4]	Running-account agreements [5]
1976					2 601	163
1977					3 391	183
1978	2 139	926	1 424	444	4 574	230
1977						
2nd qtr	368	113	228	59	2 957	172
3rd	403	128	254	71	3 223	177
4th	445	285	291	87	3 391	183
1978						
1st qtr	495	222	315	109	3 654	190
2nd	549	288	353	121	4 062	198
3rd	542	226	352	85	4 367	188
4th	553	190	404	129	4 574	230
1978						
July	163	62	107	15	4 136	203
August	193	93	128	36	4 281	198
September	187	71	117	34	4 367	188
October	177	56	129	36	4 483	199
November	192	60	152	63	4 575	206
December	184	74	124	30	4 574	230
1979						
January	164	72	137	42	4 586	234
February	181	64	130	45	4 655	240
1978						
Sep-Nov av.	556	187	398	133	4 575	206
Dec-Feb 1979 av.	529	210	392	117	4 655	240
Percentage increase	−5		−2			

[1] Including check traders. [2] All consumer credit agreements regulated under the Consumer Credit Act 1974. These comprise non-exempt agreements involving the provision of credit not exceeding £5,000 to individuals. [3] Including all credit agreements entered into with companies by businesses which also enter into credit agreements with individuals. All agreements entered into before 1 April 1977 are included as well as those for more than £5,000 with individuals which have been entered into since 1 April 1977. [4] Including all types of credit agreement where the total amount of credit advanced is known at the outset of the arrangement. It includes credit advanced in a hire purchase, conditional sale or credit sale agreement as well as trading checks, vouchers and cash loans of a fixed amount. [5] Including credit advanced on a revolving basis, overdrafts, non-bank credit cards. Figures for periods between end 1976 and July 1978 are estimated.

December to February, average sales were 2 per cent higher than in the previous three months. Within this total, sales by durable goods shops increased by 4 per cent, sales by department stores increased by 1 per cent and sales by other credit retailers (mainly mail-order business) increased by 1 per cent.

The debt outstanding to finance houses, other consumer credit grantors and retailers increased by £138 million in February, bringing the increase in the three months December to February to £385 million, compared to £355 million in September to November. Amounts outstanding to finance houses and other consumer credit grantors increased by £327 million and those to retailers by £58 million during the latest three-month period. Two-thirds of the increase in debt outstanding to finance houses and other consumer credit grantors related to regulated fixed-sum credit agreements.

At the end of February, the amount outstanding to finance houses, other consumer credit grantors and retailers was £6,316 million (not seasonally adjusted), 28 per cent more than a year earlier. Within this total, £4,655 million was outstanding to finance houses and other consumer credit grantors on fixed-sum credit agreements and £240 million on running-account agreements. £1,421 million was outstanding to retailers.

Inquiries: Department of Trade, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

23 March 1979

1515496 Nissan Motor Co Ltd
Oxygen sensor having protective hood around solid electrolyte tube

1516066 Nissan Motor Co Ltd
Oxygen sensor particularly useful in exhaust system of automotive engine

1516560 Nissan Motor Co Ltd
Fuel contol system for internal combustion engine

1516754 Nissan Motor Co Ltd
Fuel control system for internal combustion engine

1516754 Nissan Motor Co Ltd
Vehicle occupant restraining belt arrangement

1517430 Nissan Motor Co Ltd
A motor vehicle clutch control apparatus

1517996 Nissan Motor Co Ltd
A rotary piston internal combustion engine

1518010 Nissan Motor Co Ltd
Closed-loop mixture control for an internal combustion engine of a roadway vehicle with means for compensating for fuel deficiency when the vehicle starts from rest.

1518428 Nissan Motor Co Ltd
Closed-loop mixture control system for an internal combustion engine with improved response characteristics to idling condition

1519083 Nissan Motor Co Ltd
Apparatus for reforming combustible into gaseous fuel by reaction with decomposition product of hydrogen peroxide

1519096 Nissan Motor Co Ltd
Carburettor system with feedback fuel pipe for internal combustion engine

1519564 Nissan Motor Co Ltd
Accessory drive on an internal combustion engine

1519682 Nissan Motor Co Ltd
Brake control apparatus

1519698 Nissan Motor Co Ltd
Acceleration sensor

1520178 Nissan Motor Co Ltd
Multi-cylinder internal combustion engine with exhaust cleaning apparatus

1520372 Nissan Motor Co Ltd
Internal combustion engine

1520537 Nissan Motor Co Ltd
Noise-immune signal processing circuit for pulsed radars

Wool textile industry: output in December

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in December 1978 was 2 per cent lower than in December 1977. Statistics issued by the Wool Industry Bureau of Statistics show that in the year 1978 woven fabrics (excluding blankets) were 4 per cent lower than the year 1977; deliveries of worsted yarns (excluding semi-worsted yarn) were 5 per cent lower. Production of wool and hair tops was 7 per cent less and that of man-made fibre tops was 5 per cent less.

Inquiries: Department of Industry, Room 524, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0017/6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn [1]	Worsted yarn [2]	Woven fabrics (excluding blankets) [1]		Blankets [3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kg					million m²		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1977	113.5	52.3	45.3	105.7	81.2	78.8	71.3	22.2
1978		48.6	43.0	105.7	77.6	77.9	66.2	22.0
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	29.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.0	17.5	19.7	16.4	4.4
4th	26.8	12.0	10.4	26.5	20.4	18.4	18.0	6.2
1978								
1st qtr	29.5	13.6	10.6	27.7	20.8	18.5	17.3	5.8
2nd	28.4	12.8	10.8	27.2	19.6	21.6	16.8	4.8
3rd	24.1	10.8	10.3	23.4	17.9	19.1	15.8	5.0
4th		11.4	11.3	27.4	19.3	18.7	16.3	6.4
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July	7.9	4.2	3.9	6.5	5.6	6.0	5.2	1.1
August	7.6	2.9	2.9	8.4	5.4	6.5	5.2	1.6
September	9.0	4.0	3.6	8.2	6.5	7.2	6.0	1.7
October	9.1	3.9	4.4	9.2	7.1	6.9	6.4	2.0
November	9.7	4.5	3.6	9.5	7.4	6.7	6.5	2.1
December	8.0	3.6	2.4	7.8	5.9	4.8	5.1	2.1
1978								
January	9.7	4.5	3.0	9.3	6.9	6.0	5.8	2.2
February	9.5	4.5	3.1	8.8	6.7	5.9	6.0	1.5
March	10.3	4.6	4.5	9.6	7.2	6.6	5.5	2.1
April	9.7	4.4	3.2	9.2	6.9	6.8	5.5	1.8
May	9.3	4.2	4.1	8.8	6.4	6.9	5.4	1.5
June	9.4	4.2	3.5	9.2	6.3	7.9	5.9	1.5
July	7.8	4.1	3.9	6.6	5.3	6.3	5.0	1.3
August	7.3	2.7	2.4	8.2	6.0	5.9	5.1	1.6
September	9.0	4.0	4.0	8.6	6.6	6.9	5.7	2.1
October	9.1	3.8	4.2	9.7	7.5	6.8	5.9	2.1
November	10.2	4.4	3.6	10.5	7.0	6.8	6.0	2.0
December	..	3.2	3.5	7.2	4.8	5.1	4.4	2.3

Notes to table
[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In December deliveries of semi-worsted yarn were 0.6 million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Contact points

Central Statistical Office
Great George Street, London SW1P 3AQ
01-233 followed by extension
National income and expenditure, balance of payments, index of industrial production, financial statistics, input/output statistics, development of social statistics, regional statistics ext **6135/6193**
Prices indices for current cost accounting ext **7718/7661**
Survey Control Unit ext **7341**
Macro-Economic Databank ext **5401**

Industry, trade, prices

Departments of Industry, Trade and Prices and Consumer Protection

Business Statistics Office
Cardiff Road, Newport, Gwent NPT 1XG

Newport 56111
General inquiries ext **2973**

Production statistics:
Annual production statistics, manufacturing ext **2455**
construction ext **2435**
Quarterly and monthly production inquiries exts **2337, 2322**
Purchases inquiry ext **2269**
Classified list of businesses ext **2556**
Distribution statistics:
Annual retail inquiry ext **2070**
Annual inquiry into distributive and service trades, capital expenditure and stocks ext **2113**
Wholesaling and dealing inquiry ext **2708**
Minerals raised annual inquiry ext **2043**

Other offices
1 Victoria Street, London SW1H 0ET
01-215 followed by extension
Wholesale price indices exts **3544, 3073**
Capital expenditure and stocks, and investment intentions of private industry:
Manufacturing ext 5215
Distributive and service trades ext **3345**

Retail trades turnover ext **3705**
Motor and catering trades turnover ext **3177**
Hire-purchase and other instalment credit ext **3162**

Companies:
Acquisitions and mergers, liquidity, insolvencies ext **5538**
Analysis of accounts exts **3132/5705**

Insurance, private sector pensions funds ext **3162**

Overseas trade:
Visible ext **5703**
Invisible ext 3135

Overseas direct investment and earnings ext **3135**

Economic indicators:
Home ext **3453**
Industrial countries ext **3442**

Abell House, John Islip Street, London SW1P 4LN **01-211** followed by extension

Scientifically qualified manpower ext **7152**
R&D expenditure by industry ext **5156**
Distribution industry ext **7077**

Cromwell House, Dean Stanley Street, London SW1P 3HY **01-212** followed by extension

Shipping ext **6960**
Tourism ext **5555**

Millbank Tower, Millbank, London SW1P 4QU **01-211** followed by extension
Industrial development certificates ext **6440**
Statistical service for the Department of Prices and Consumer Protection ext **5677**
Dean Bradley House, 52 Horseferry Road, London SW1P 2AG **01-212** followed by extension
Import penetration exts **6636, 6733**
Manufacturing industries – production, sales, orders:
Aerospace ext **5986**
Chemicals ext **6937**
Engineering ext **6044**
Motor vehicles ext **0788**
Non-ferrous metals ext **6532**
Steel and shipbuilding ext **5544**
Textiles, clothing, footwear, leather, man-made fibres ext **6210**
Other industries ext **6331**
Export House, 50 Ludgate Hill, London EC4M 7HU **01-248 5757** Telex: 886143 DTI Export Ldn
Foreign and commonwealth statistics ext **337**

Statistics and Market Intelligence Library
exts **368/369**
Up-to-date and comprehensive trade statistics for all countries, and general statistical publications from all over the world. Overseas directories are also held. Reading room and copying facilities are available.

Agriculture

Ministry of Agriculture, Fisheries and Food
Whitehall Place, London SW1A 2HH **01-839 7711**
General inquiries exts **7000, 7024**
National expenditure estimates on food ext **477**
Food consumption estimates exts **388, 479**
Agricultural incomes, etc exts **292, 296, 297, 565**
Agricultural and food statistics for overseas countries ext **544**
Market prices (livestock, dairy products, etc) ext **7058**

Great Westminster House, Horseferry Road, London SW1P 2AE **01-216** followed by extension
Commodity production statistics ext **6418**
Market prices (horticulture) ext **6711**
Fisheries ext **6227**

49-53 Parliament Street, London SW1A 2NH **01-233** followed by extension
Agricultural rents, land prices, etc ext **5454**

Government Buildings, Tolcarne Drive, Pinner, Middlesex HA5 2DT **01-868 7161**
Agricultural prices indices ext **35**
Wholesale price index (manufactured food and soft drinks) ext **108**
Corn prices in England and Wales ext **150**
National food survey: household food consumption and expenditure ext **43**

Government Buildings, Epsom Road, Guildford GU1 2LD **Guildford 68121**
Agricultural censuses and surveys ext **577**

Civil Service

Civil Service Department
Whitehall, London SW1A 2AZ **01-273 3521**
Statistics of Civil Service employment, recruitment, etc

Customs and Excise

Customs and Excise
King's Beam House, Mark Lane, London EC3 7HE **01-626 1515**
Statistics related to all indirect taxes administered by the department
other than VAT and car tax ext **2693**
VAT and car tax ext **2148**
Bill of Entry Service, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea SS2 6AL **Southend 49421**
United Kingdom external trade statistics ext **310**

Defence

Statistics Secretariat
Northumberland House, London WC2N 5BP **01-218 4120**
Statistics of manpower, including strength and medical statistics relating to Armed Services

Education, science

Department of Education and Science
Elizabeth House, 39 York Road, London SE1 7PH **01-928 9222**
Statistics of schools, school leavers, teachers, further and higher education, educational finance and awards. International comparisons and library statistics exts **2776, 2356**

Employment

Department of Employment
Orphanage Road, Watford, Herts WD1 1PJ **Watford 28500**
Employment, unemployment, vacancies ext **403**
Earnings, wage rates, hours of work ext **319**
New earnings survey ext **500**
Stoppages of work due to industrial disputes ext **673**
Employers' labour costs ext **526**
Index of retail prices ext **630**

26 King Street, London SW1Y 6RB **01-214 8627**
Family expenditure survey

Energy

Department of Energy
Thames House South, Millbank, London SW1P 4QJ **01-211** followed by extension
Fuel and energy ext **4292**
Energy models ext **4550**

Environment, transport

Departments of the Environment and Transport
St Christopher House, Southwark Street, London SE1 0TE **01-928 7999**
Roads ext **3185**
Road traffic ext **2629**

2 Marsham Street, London SW1P 3EP **01-212** followed by extension
Passenger traffic, road vehicles ext **8987**
Public road passenger transport ext **8330**
Inland freight transport, railways ext **7513**
Road accidents ext **7452**
Traffic of seaports ext **8323**
Road goods transport ext **8297**
Building materials exts **7147, 8411**
Construction industries ext **7142**
Planning and land use ext **4113**
Local government financial statistics ext **4627**
Population projections exts **8558, 8563**
Household projections exts **8555, 8557**
Housing ext **8551**

Health, social security

Department of Health and Social Security
Central Office, Newcastle upon Tyne, NE98 1YX 0632-857111
Social security statistics ext **449**

42-46 Weston Street, London SE1 3QW **01-407 4411**
Personal social services ext **230**
Health services ext **231**

Health and Safety Executive
Baynards House, 1 Chepstow Place, London W2 4TF **01-229 3456**
Health and safety statistics ext **442**

Home Office

Home Office
Tolworth Tower, Surbiton, Surrey KT6 7DS **01-399 5191**
Administration of justice; criminal and penal matters; immigration; misuse of drugs; fire; betting and liquor licensing; community relations; experiments on living animals; and elections ext **298**

Judicial

Lord Chancellor's Office
67 Tufton Street, London SW1P 3RG **01-212 7960**
Judical statistics relating to the Judical Committee of the Privy Council, the House of Lords, the Supreme Court of Judicature, the Crown Court, county courts and other civil courts.

Overseas aid

Ministry of Overseas Development
Eland House, Stag Place, London SW1E 5DH **01-834 2377**
British aid to developing countries ext **265**

Population

Office of Population Censuses and Surveys
St Catherine's House, Kingsway, London WC2B 6JP **01-242 0262**
Population and vital statistics (England and Wales):
National and local estimates of population ext **2249**
Regional demography and sub-national population projections ext **2183**
Overseas migration ext **2182**
National population projections, international data, marriages and general inquiries ext **2169**
Deaths, abortions, infectious diseases ext **2229**
Births ext **2162**
Divorces ext **2165**

Social surveys ext **2292**
Census of population, general inquiries exts **2009/2013**

Census Division, Customer Services Section, Titchfield, Hampshire **Titchfield 42511**
Supply of special and unpublished statistics exts **231, 296**

The OPCS Reference Library, St Catherine's House **01-242 0262**
Copies of all OPCS publications and historic references of the General Register Office, together with national and international publications on OPCS subjects. Open to the public Monday to Friday, 09.00 to 16.00 hours exts **2235/2237**

Government Actuary's Department
Steel House, Tothill Street, London SW1H 9LS **01-273** followed by extension number

Surveys of occupational pension schemes ext **5200**
National population projections ext **3206** (alternative contact point to OPCS)
Moving early 1979 to 22 Kingsway, London WC2B 6LE **01-242 6828.**

Taxation

Board of Inland Revenue
Somerset House, Strand, London WC2R 1LB **01-438 6649**
Statistics of direct taxes, corporate income, surveys of personal incomes, personal wealth and conveyancing.

Treasury

HM Treasury
Parliament Street, London SW1P 3AG **01-233 5576**
Public expenditure

Scotland

Scottish Office
New St Andrew's House, Edinburgh EH1 3TD **031-556 8400**
(postal codes as at subject headings)
General inquiries ext **4045**
Manpower/employment (Scottish Office interest) (EH1 3SX) ext **4389**
Scottish economic matters (general) (EH1 3TA) ext **4534**
Crime and related matters (EH1 3TF) ext **5115**
Planning and local government matters (EH1 3SZ) ext **5193**

43 Jeffrey Street, Edinburgh EH1 1DN **031-556 9233**
Education ext **283**
Social work ext **229**

Chesser House, 500 Gorgie Road, Edinburgh EH11 3AW **031-443 4020**
Agriculture ext **2003**
Fisheries ext **2045**

83 Princes Street, Edinburgh EH2 2HH **031-226 3781**
Housing ext **233**

Scottish Health Service, Common Services Agency, Information Services Division, Trinity Park House, South Trinity Road, Edinburgh EH5 3SQ **031-552 6255**
Health statistics ext **2456**

Wales

Welsh Office (Economic Services Division)
31 Cathedral Road, Cardiff CF1 9UJ **Cardiff 42661**
Demographic ext **27**
Economic ext **26**
Education ext **50**
Financial ext **113**
Health ext **45**
Housing ext **24**
Personal social services ext **27**

Northern Ireland

Northern Ireland Departments
Stormont, Belfast BT4 3SW **Belfast 63210**
Economic ext **2432**
Social ext **2432**
Prices ext **2432**
Housing ext **2079**

Dundonald House, Upper Newtownards Road, Belfast BT4 3SF **Belfast 650111**
Agriculture ext **687**

Netherleigh House, Massey Avenue, Belfast BT4 2JS **Belfast 63244**
Manpower ext **425**

21 Linenhall Street, Belfast BT2 8BZ **Belfast 30555**
Industrial (general) ext **113**

Using government statistics

Many firms make use of government statistics together with information from other sources to help both in broad strategic planning and in day-to-day decision taking. The Government Statistical Service has prepared a free booklet *Profit from Facts* which illustrates this with a number of actual case histories. The following checklist indicates some of the main areas of use which might be applicable to your firm's needs.

Marketing

☐ Look at your industry's *Business Monitor, Ministry of Agriculture Information Notice* or *Housing and Construction Statistics* to compare your own performance against general sales trends and to watch for opportunities for diversification.

☐ From a variety of sources you can check the number of potential customers in a given sector and compare characteristics with your own customers to highlight possible weaknesses in marketing strategy.

☐ If you are in consumer lines, trends in expenditure are available from the *National Food Survey* and the *Family Expenditure Survey*.

☐ For test marketing, the *Census of Population* and *Census of Distribution* can provide very localised data on numbers of consumers and retail outlets.

☐ Many statistics are available on a regional or area basis and can assist in determining quotas for area salesmen.

☐ Watch the foreign competition through the import figures available from the Customs and Excise *Bill of Entry Service*.

Contracts

Many contracts contain escalation clauses. Consult the Property Services Agency's *Monthly Bulletin of Construction Indices*, or speak to the Department of Industry and the Department of Employment respectively to find the most appropriate materials and labour indices to use.

Accounts

Price Index Numbers for Current Cost Accounting provides price indices for use in the new system of company accounting. Recommended by the Sandilands Committee and in the interim recommendation (the 'Hyde Guidelines') issued in November 1977 by the Accounting Standards Committee.

Buying

Watch the sales trends of your materials inputs through *Business Monitors*, etc, and their prices with the appropriate wholesale prices indices from the Department of Industry published in *Trade and Industry*.

Personnel

The Department of Employment Gazette and other DE publications will keep you fully informed on the latest figures and trends in earnings, wage rates, overtime, unemployment, vacancies, hours of work, work stoppages due to industrial disputes, retail prices, etc.

Management efficiency and finance

You can compare your own costs and operating ratios with those for your industry, eg

☐ Net output per head, stocks as a percentage of sales, wages per £ of total sales, etc, from the annual *Census of Production*.

☐ Return on capital, dividends and interest as a percentage of assets, profits as a percentage of turnover, etc, from *Business Monitor M3 (Company Finance)*.

Investment

Major investment decisions are made against the background of trends and prospects in the economy. Regular press notices on output, demand, earnings, prices, unemployment, trade, etc are released by government departments. They are all brought together once a month in *Economic Trends*.

The Government Statistical Service

The Government Statistical Service (GSS) comprises the statistics divisions of all major departments plus the two big collecting agencies – Business Statistics Office and Office of Population Censuses and Surveys – and the Central Statistical Office which co-ordinates the system. It is the greatest concentration of statistical expertise and by far the largest single provider of statistics in the country.

The GSS exists first to serve the needs of modern government. But much of the information it compiles is readily usable by business management, particularly in marketing, and indeed large parts of the system have been shaped with this in mind. A vast amount of this information is regularly published and more is available on request.

It is not expensive. The GSS cannot normally give tailor-made answers to an individual firm's problems. But it provides a very large source of inexpensive information which may help in finding solutions. It is nearly always worth checking to see what is available before embarking on private research.

How to find what you want

For anyone coming new to government statistics, the first thing to grasp is that each department prepares and publishes its own statistics – via HMSO in the case of most printed publications. If the series is of sufficient interest, it may emerge first in summary form as a press notice. A more detailed treatment is given in the department's own publications – either general publications such as *Trade and Industry* or purely statistical reports like the *Business Monitors*. Finally, it may be included in all-embracing statistical periodicals like the *Monthly Digest of Statistics* or the annual *Social Trends*.

It may be that your needs can be met from one of these digests; or you may have to consult the special departmental publication; or you may have to go further still and seek a special tabulation – at cost – from the department.

The last two pages list the main regular publications, all of which can be referred to at the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU and nearly all at the Business Statistics Office at Newport, Gwent; at both you will find photocopying facilities. Most of the principal volumes will be held or quickly obtained by major public libraries around the country. If you wish to purchase a copy, this can be done through any of the government bookshops. If you cannot find what you need, refer to the more comprehensive *Guide to Official Statistics* or contact the appropriate departmental source, listed on the next two pages. All the extension numbers quoted were up to date at the time of going to print. But they are subject to change, and if you have difficulty finding the right person phone **Statistics and Market Intelligence Library** at 01-248 5757 ext 368 (telex 886143), or write to **Press and Information Service, Central Statistical Office,** Great George Street, London SW1P 3AQ – or, if you are located in Wales or the west, contact the **Business Statistics Office,** Cardiff Road, Newport, Gwent NPT 1XG (tel. Newport 56111 ext 2973, telex 497121).

Summary

Look at the published source at the Statistics and Market Intelligence Library or the Business Statistics Office or your local library or by purchasing from HMSO
For further information phone or write to the appropriate department
If in doubt phone or call at the Statistics and Market Intelligence Library or the Business Statistics Office, or write to the Central Statistical Office

Wholesale textile houses: sales and stocks in January

Sales by wholesale textile houses in January showed an increase of 8 per cent over a year earlier, compared with an increase of 13 per cent in November and a decrease of 8 per cent in December.

The value of stocks at the end of January showed an increase of 16 per cent compared with the same period last year.

Inquiries. These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 1 Textiles: wholesale sales and stocks

Index numbers and percentage increase compared with a year earlier 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	–3	..	..
1967	104	–5	..	..
1968	108	4	..	..
1969	103	–5	..	..
1970	107	4	..	..
1971	115	8	..	..
1972	121	5	..	..
1973	134	11	..	..
1974	147	9	..	..
1975	147	1	..	..
1976	146	–1	..	..
1977	149	2	..	..
1978	164	10	..	..
1976 1st quarter	133	–8	234	7
2nd quarter	127	–6	212	8
3rd quarter	149	2	204	6
4th quarter	176	8	228	2
1977 1st quarter	140	5	252	7
2nd quarter	125	–2	224	6
3rd quarter	153	3	214	5
4th quarter	180	2	228	—
1978 1st quarter	144	3	234	–7
2nd quarter	141	13	222	–1
3rd quarter	179	17	234	10
4th quarter	192	7	275	20
1978 January	91	7	213	–3
February	149	1	224	–10
March	191	3	234	–7
April	138	–1	211	–8
May	148	15	231	–4
June	138	28	222	–1
July	133	12	240	1
August	183	29	239	5
September	221	11	234	10
October	230	15	233	10
November	184	13	277	13
December	161	–8	275	20
1979 January	98	8	247	16

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales	Stocks [2]
	Jan 1979	Jan 1979
Women's knitted outerwear, blouses and skirts	–2	12
Women's coats, costumes, furs, and raincoats	30	–4
Women's underwear	16	10
Women's hose and children's socks	32	50
Haberdashery, ribbons and wool	26	28
Children's wear	–5	–20
Men's and boys' ready made clothing and overalls	33	32
Gloves	60	–6
Piece-goods and nets	–12	43
Household textiles	21	14
Floor coverings, furniture and hardware	5	19
Boots and shoes	34	42
Total [1]	8	16

[1] Including some items not included among the sub-headings.
[2] Values at cost.

Do you use Statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1978 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investments) Act 1958.

Part 1 Holders of principal's licences

Name	Nationality or country of incorporation	Address
Additions		
Thompson Clive Finance Ltd	Great Britain	24 Old Bond Street, London W1X 3DA
Manchester Securities Ltd	Great Britain	Atlas House, 98 King Street, Manchester M60 2HA
Deletions		
Rossminster Acceptances Ltd		1 Hanover Square, London W1R 9RD
Antony Gibbs (Personal Financial Planning) Ltd		3 Frederick's Place, Old Jewry, London EC2R 8HD
London and Dominion Trust UK Ltd		40 Basinghall Street, London EC2B 5HE
P. J. Kennett and Co Ltd		3-4 St Andrew's Hill, London EC4Y 5BY
National Union Bank of Bahamas (Holdings) Ltd		18 Cavendish Square, London W1
Change of address		**To**
Mathercourt Securities Ltd		Leith House, 47-57 Gresham Street, London EC2V 7EJ
Euromart Securities Ltd		Clement House, 99 Aldwych, London WC2B 4JY
Change of name	***To***	
London Mercantile Securities Ltd	Langomere Securities Ltd	
Professional Portfolio Planning Ltd	Talisman Portfolio Management Ltd	

Part 4 Exempted dealers including Trustee Savings Banks

Additions		
Banque Canadienne Nationale		Portland House, 72-73 Basinghall Street, London EC2V 5AJ
Barclays Bank International Ltd		54 Lombard Street, London EC3P 3AH
The Taiyo Kobe Bank Ltd		92 Cheapside, London EC2V 6EA
Change of name	**To**	
Westminster Foreign Bank Ltd	International Westminster Bank Ltd	

Part 5 Authorised unit trust schemes

Group and/or name and address of management company	Scheme	Trustee
Additions		
Allen Harvey and Ross Unit Trust Managers Ltd, 45 Cornhill, London EC3V 3BP	Allen Harvey and Ross Gilt and Preference Unit Trust	The Governor and Company of the Bank of Scotland, The Mound, Edinburgh EH1 1YZ
Cosmopolitan Fund Managers Ltd, 56 Copthall Avenue, London EC2R 7JX	Cosmopolitan Overseas Ltd	Midland Bank Trust Co Ltd, 27/32 Poultry, London EC2P 2BX
Craigmount Unit Trust Managers Ltd, 6th Floor, St Martin's House, 16 St Martin's-le-Grand, London EC1A 4EP	Craigmount Canadian Trust	The Governor and Company of the Bank of Scotland, The Mound, Edinburgh EH1 1YZ

Register of restrictive trading agreements (Restrictive Trade Practices Act 1976)

Additions and amendments to the register
Addition and amendments made to the alphabetical index to the register during the quarter ending 31 March 1979 are given below in lists I and II respectively. An explanation of the modified form in which these are now being presented, and of the symbols used in the index, was published in *Trade and Industry*, 7 January 1977, pages 8 and 9.

Agreements referred to the restrictive practices court
On 10 April 1959 there was published in the *Board of Trade Journal*, page 859, a list of all agreements in respect of which notices of reference (constituting formal commencement of proceedings before the restrictive practices court) had been issued, except those which had already been dealt with by the court. Subsequent additions have been published at approximately quarterly intervals: additions to the list in the period ending 31 March 1979 are shown in list III.

Agreements not to be referred to the restrictive practices court
The Secretary of State for Prices and Consumer Protection may, on the representation of the Director General of Fair Trading, give directions under section 21(2) of the Restrictive Trade Practices Act 1976, discharging him from the duty of referring an agreement to the restrictive practices court. These agreements are indicated in the index to the register by the symbol 'B' and any additions during the period can readily be identified from the last column in list II.

'D' and 'F' agreements
Similarly, additions during the period to lists of agreements determined or varied to like effect can be readily identified from the symbol 'D' or 'F' respectively, together with the month and year concerned, given in the last column of lists I and II. This is explained more fully on page 9 of *Trade and Industry*, 7 January 1977.

Inspection of the register
The register may be inspected between 10.00 and 16.30 on any weekday except Saturday and certain holidays at any of the following addresses:

Office of Fair Trading (Public Search Room), Room 517, Chancery House, 53 Chancery Lane, London WC2A 1ST.
9 Hope Street, Edinburgh EH2 4EL.
Department of Commerce,[1] 176 Newtonbreda Road, Belfast BT1 4JX.

The fee for inspecting the register is £1.00 per day, but if fewer than five agreements are inspected, the fee is 20p for each agreement. Indices to the register, including ones in which commodities and services are grouped by classes, may be inspected at these addresses free of charge. There is also a card index available for inspection, listing the parties to 'service' agreements in alphabetical order.

[1] Only Northern Ireland agreements can be inspected on demand at this address; other agreements will be obtained for inquirers if required after inspecting the indices.

List I Additions to the register

Registered no. of agreement	Commodity or service	Area if local	See first paragraph on symbols
4731	Asphalt, hot rolled	Roxburgh, Peebles, East Lothian, Selkirk, Berwick	D/77
4734	Asphalt, hot rolled	Angus, Kincardine, Perth, Kinross, North Fife, Aberdeen, Inverness, Ross, Cromarty	D/77
4735	Asphalt, hot rolled	Edinburgh, East and West Lothian, Livingstone	D/77
4736	Asphalt, hot rolled	Stirling, Lanark, Renfrew, Ayr, Dumbarton, Glasgow	D/77
4749	Asphalt, hot rolled	Kent	
S/519	Banking	Scotland	
S/520	Banking, agency clearing	Scotland	
S/518	Banking 'Inter-Bank' services	Scotland	
S/514	Banking, money transmission	Scotland	
S/515	Banking, money transmission	Scotland	
S/516	Banking, money transmission	Scotland	
S/517	Banking, money transmission	Scotland	
S/570	Banking, money transmission	Scotland	
S/269	Banking service		D4/78
4655	Concrete blocks	Plymouth, Saltash, Torpoint	D4/77
4653	Concrete paving and kerbs	Plymouth, Saltash, Torpoint, Liskeard	D4/77
4758	Concrete pipes		D4/78
4681	Concrete, precast paving blocks		
4240	Concrete, ready mixed	South Lancs	D6/77
4242	Concrete, ready mixed	Mid Cheshire	D10/77
4270	Concrete, ready mixed	Chester, Wrexham, Wirral, Mold, Flint	D4/77
4317	Concrete, ready mixed	Yeadon	D10/77
4328	Concrete, ready mixed	Southport	D10/77
4706	Concrete, ready mixed	Cardiff	D4/77
4717	Concrete, ready mixed	Daventry	D4/77
4718	Concrete, ready mixed	Brackley	D4/77
4253	Concrete, ready mixed	Lancaster, Morecambe	D10/77
4260	Concrete, ready mixed	Central Lancs	D10/77
4262	Concrete, ready mixed	Macclesfield	D10/77
S/744	Construction technical services		
4755	Cranes		
S/754	Drain pipe clearance	Greater London	
S/777	Geophysical surveys		
4592	Glass		
4750	Gravel	Bristol	
4745	Hardstone, dry and coated	Cheshire	
4675	Heating and ventilating equipment		
4740	Limestone, dry	Derby and Notts	
4741	Limestone, dry	West Yorks and York	
4743	Limestone, dry	South Yorks	
4744	Limestone, dry	North and West Yorks	D8/78
4748	Limestone, dry	Leeds	
4749	Macadam, bituminous	Kent	
4731	Macadam, coated	Roxburgh, Peebles, East Lothian, Selkirk, Berwick	D/77
4734	Macadam, coated	Aberdeen, Inverness, Ross, Cromarty	D/77
4735	Macadam, coated	Edinburgh, East and West Lothian, Livingstone	D/77
4736	Macadam, coated	Stirling, Lanark, Renfrew, Ayr, Dumbarton, Glasgow	D/77
4719	Motor vehicles (window replacements)		
3783	Paper, pressure sensitive		
4751	Reclaimed building materials		
4752	Road making materials, coated		
4728	Road surfacing materials, bituminous coated	North and South West Scotland	D/77
4729	Road surfacing materials, bituminous coated	Tollcross, Glasgow	D/77
4732	Road surfacing materials, bituminous coated	East and Border Scotland	D/77
4733	Road surfacing materials, bituminous coated	Nairn, Moray, Inverness, Ross, Cromarty	D/77
S/781	Rustproofing of vehicles	Mansfield	
S/762	Rustproofing of vehicles	Potters Bar, Hertford, Waltham Cross	
S/764	Rustproofing of vehicles	Warrington	
4750	Sand	Bristol	
4739	Slag	West Central and South West of Scotland	D/77
S/178	Sport – tennis		
4759	Stone, coated	West Sussex	D7/77
4760	Stone, coated	East Sussex	D7/77
4753	Stone, crushed		D7/77
4737	Stone, dry	East, Central and Border areas of Scotland	D/77
4738	Stone, dry	Tayside, Grampian, Fife	D/77
4739	Stone, dry	West, Central and South West of Scotland	D/77
4730	Surface dressings	Scotland	D/77
S/772	Televising of football		
4702	Television hire		

List II Amendments to the index

Registered no. of agreement	Register index entry	Area if local	Amendment
4070	Agrochemicals		Add B3/79
S/730	Auto-electrical and diesel machinery, maintenance and testing	Scotland	Add B2/79
S/694	Banking: loan facilities		Add D1/79
3757	Catering equipment		Add E1/76
S/551	Container freighting arrangements		Add D2/79
195	Contractor's plant		Add B3/79
3953	Domestic circulating pumps		Add D12/78
3672	Eggs	Northern Ireland	Add D12/77
4109	Grocery products		Add B3/79
4620	Mail order houses		Add B2/77
S/733	Motor auctions		Add B2/79
4229	Musical instruments		Add F6/78
S/624	Restaurant management insurance (acquisition of cover)		Add B2/79
S/70	Shipping	Heysham and Belfast	Add D12/78
3739	Vulcanised fibre-based paper		Add B2/79

List III Agreements referred to the restrictive practices court

Registered no. of agreement	Commodity or service
4550	Coal, anthracite nuts, anthracite grains, phurnacite
S/393	Stockbroking

British Film Fund Agency returns

The British Film Fund Agency has issued the following information for the four weeks ended 24 February 1979:

	£
Distributors' earnings submitted	
Low-cost films:	
Eligible (after multiplying by 2½)	45 216
Not eligible for 2½ times rental	95 563
	140 779
High-cost films (including newsreels after multiplying by 2½)	1 192 432
	1 333 211
Films under 3000 ft (after multiplying by 2½)	82 313
	1 415 524
Levy collections paid to agency by Customs and Excise to 6 March 1979 including an estimate of collections approximately covering entertainments for the four weeks ended 24 February 1979	497 000

The fourth interim allocation for the twenty-second year will be at the rate of 38 per cent.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 6 April 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Review No. 8 (32nd Year)	BR/E 39981/7/4/84	8	3 April	Data Film Distributors Ltd	The National Coal Board
Terror	BR/E 39984/7/4/84	84	4 April	Entertainment Film Distributors Ltd	Crystal Film Productions Ltd
The Water Babies	BR/E 39989/7/4/84	93	5 April	Pethurst International Ltd	Water Babies Ltd
Ersatz	BR/E 39990/7/4/84	13	6 April	Premier Releasing Ltd	Christopher Francis Taylor
Movietone News 2600	BR/E 39841/7/4/84	8	6 April	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Playgirls	EC 39987/7/4/84	63	4 April	Cinecenta Film Distributors Ltd	City Film GmbH, Berlin
FOREIGN					
Tears	F 39982	93	4 April	Childs Associates (Films) Ltd	Barrandov Production, Prague
Savage Weekend	F 39983	76	4 April	Entertainment Film Distributors Ltd	Golan-Globus Productions, Rotterdam
The Getting Of Wisdom	F 39985	100	4 April	Tedderwick Ltd	Southern Cross Film Productions Pty Ltd, Melbourne
Beauty And The Beast	F 39986	91	4 April	Hemdale International Films Ltd	Inter Ocean Film Ltd, California
Wild Honey	F 39988	71	4 April	Cinecenta Film Distributors Ltd	Allwood Pictures Ltd, California

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly Weekly statistics are not included

Aerospace cost indices (m) page 87
Air transport trade by air (a) 25 Aug 78
Balance of payments current account (m) 23 Mar 79
summary (q) 30 Mar 79
overseas royalties 12 Aug 77
trends in invisibles 6 Apr 79
see also Overseas trade of the UK
Business names and limited partnerships (a) 23 Mar 79
Capital expenditure manufacturing, distributive and service industries (q) 6 Apr 79
provisional (q) 2 Mar 79
by regions 18 Feb 77
leasing, hiring and renting out (a) 29 Sep 78
see also Investment
Catering trades turnover (q) 16 Feb 79
Check trading (a) 7 Apr 78
Chemicals industry activity (q) 19 Jan 79
Companies acquisitions and mergers (q) 9 Feb 79
analysis of accounts (q) 7 Jul 78
insolvencies (q) 2 Feb 79
liquidity (q) 9 Mar 79
new registrations: Gt. Britain (m) 2 Mar 79
N. Ireland (m) 9 Mar 79
rate of return on capital (a) 22 Sep 78
structure of company financing (a) 16 Feb 79
Construction industry housing report (m) 16 Mar 79
orders (m) 30 Mar 79
output and employment (q) 23 Mar 79
private enterprise housebuilding (m) 16 Feb 79
work overseas (a) 20 Oct 78
Consumers' expenditure (q) 2 Mar 79
Depositors, protection of, Act (q) 19 Jan 79
Earnings, wage rates (m) 23 Mar 79
Energy trends 23 Mar 79
Engineering industries electrical engineering (q) 22 Sep 78
instrument engineering (a) 6 Apr 79
production indices (m) 30 Mar 79
sales and orders (m) 23 Mar 79
Film industry British Film Fund Agency returns (m) page 95
British Film Fund distributions 23 Mar 79
cinema admissions and takings (m) 6 Apr 79
annual inquiry (a) 25 Aug 78
exhibitors' quota returns (a) 5 May 78
overseas payments and earnings (a) 25 Aug 78
registrations of films (a) 23 Feb 79
Food consumption levels (twice a year) 29 Sep 78
household consumption (q) 23 Mar 79
Footwear industry deliveries and stocks (m) 30 Mar 79
Foreign trade industrial countries' economic indicators (m) 6 Apr 79
quarterly analysis (q) 2 Mar 79
see also Overseas trade of the UK
Furniture deliveries and orders (m) 16 Mar 79
Gross domestic product (q) 30 Mar 79
Health and safety 11 Aug 78
Hire purchase business (m) page 89
Housing *see* Construction industry
Industrial production index numbers (m) 30 Mar 79
Scotland (q) 26 Jan 79
Wales (q) 23 Mar 79
Insurance companies authorisations and revocations (m) 16 Mar 79
investment (q) 15 Dec 78
investments and assets (a) 10 Nov 78
Investment book values of overseas direct investment 23 Mar 79
industry's investment intentions (3 times a year) 5 Jan 79
manufacturing industries in fixed assets 30 Mar 79
10-year review (a) 27 Oct 78
investment and earnings overseas (a) 9 June 78
see also Capital expenditure, insurance companies, and pension funds
Land and building sales (a) 24 Mar 78
Made-up clothing orders and deliveries (m) 6 Apr 79
Man-made fibres deliveries (q) 2 Mar 79
production (m) 30 Mar 79
quarterly analysis (q) 2 Mar 79
Metal-working machine tools (m) 30 Mar 79
Moneylenders Acts (q) 19 Jan 79
Motor industry car and commercial vehicle production (m) 30 Mar 79
provisional (m) 16 Mar 79
motor trade turnover (q) 23 Feb 79
Office development permits (q) 8 Dec 78
Official reserves (m) page 87
Overseas trade of the UK analysis by industry (q) 6 Apr 79
analysis of trends (q) 8 Dec 78
direct exporters and credit terms (a) 21 Jul 78
export prospects (q) 16 Mar 79
import penetration (q) 9 Mar 79
invoicing in foreign currencies 3 Nov 78
performance 1963-1978 (a) 16 Mar 79
see also Balance of payments
Pension funds investment (q) 15 Dec 78
investments and assets (a) 10 Nov 78
Price Commission index (m) 23 Mar 79
Regional development grants (q) 16 Feb 79
Research and development expenditure and employment 6 Apr 79
Restrictive trading agreements (q) page 94
Retail prices index (m) 23 Feb 79
Retail trades inquiry for 1977: provisional results 2 Feb 79
sales (m) page 88
provisional (m) 16 Mar 79
stocks (m) 16 Mar 79
Royalties: overseas transactions (a) 14 Jul 78
Securities, particulars of dealers in page 93
Selective financial assistance section 7 (m) 2 Mar 79
section 7 £10,000 or more (q) 9 Mar 79
section 8 (q) 16 Mar 79
Shipping nationality of vessels in UK seaborne trade (a) 23 Jun 78
UK revenue (a) 13 Oct 78
Steel consumption and stocks (q) 27 Oct 78
provisional (q) 18 Aug 78
Stocks manufacturers' and distributors' (q) 30 Mar 79
provisional (q) 2 Mar 79
manufacturers' (m) 30 Mar 79
retail (m) 16 Mar 79
Television overseas payments and earnings (a) 25 Aug 78
Textiles activity in the industry (q) 6 Apr 79
carpet sales (m) 30 Mar 79
cotton industry production (m) 30 Mar 79
hosiery production (m) 30 Mar 79
wholesale houses' sales and stocks (m) page 93
wool output (m) page 90
exports (q) 2 Mar 79
Tourism foreign arrivals (m) 16 Feb 79
overseas travel and tourism (a) 6 Apr 79
overseas travel and tourism (q) 6 Apr 79
Unemployment (m) 30 Mar 79
Unit trusts, particulars of dealers in page 93
Wholesale prices average prices of selected commodities (a) 14 Apr 78
index numbers (m) 16 Mar 79
initial summary (m) page 87

Organisational information

Commercial representation guide 20 Oct 78
CRE contact points 24 Nov 78
Departmental publications (m) page 63
ECGD lines of credit 30 Mar 79
ECGD local offices 6 Apr 79
EEC guide parts 1, 2 and 3 1 Dec, 24 Nov & 8 Dec 78
European public holiday guide (a) 8 Dec 78
Government statistics guide page 91
Guide to departments 27 Jan 78
Guide to HM Customs and Excise 18 Aug 78
Guide to schemes of selective financial assistance 19 Jan 79
Index, Oct-Dec 16 Mar 79
OTAR contact points page 84
Release dates of economic statistics (m) 23 Mar 79
Trade promotions guide (q) 26 Jan 79

Trade and Industry reader services

contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, and export services sections

Circle the number below found at the end of editorial items

READER SERVICE NUMBERS

301	311	321	331	341	351	361	371	381	391	401	411	421	431	441	451	461	471	481	491
302	312	322	332	342	352	362	372	382	392	402	412	422	432	442	452	462	472	482	492
303	313	323	333	343	353	363	373	383	393	403	413	423	433	443	453	463	473	483	493
304	314	324	334	344	354	364	374	384	394	404	414	424	434	444	454	464	474	484	494
305	315	325	335	345	355	365	375	385	395	405	415	425	435	445	455	465	475	485	495
306	316	326	336	346	356	366	376	386	396	406	416	426	436	446	456	466	476	486	496
307	317	327	337	347	357	367	377	387	397	407	417	427	437	447	457	467	477	487	497
308	318	328	338	348	358	368	378	388	398	408	418	428	438	448	458	468	478	488	498
309	319	329	339	349	359	369	379	389	399	409	419	429	439	449	459	469	479	489	499
310	320	330	340	350	360	370	380	390	400	410	420	430	440	450	460	470	480	490	500

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

- ☐ Please invoice me/my company, or
- ☐ I enclose £30.60 for one year's subscription,*
- ☐ Charge one year's subscription to my HMSO account number

* Overseas airmail rate £42.40

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

CLASSIFIED

Advertisement Department (Trade and Industry): 13 Great James Street, London WC1N 3DP **01-242 9478**

£3.50 per single column centimetre with discount for series. Box number service – £1

Trade·Industrial·Services

Optical Instruments

ENBEECO COMPASS BEARING MONOCULAR

7 x 50

Immediate and accurate magnetic bearings by day or night.

Write for details:

NEWBOLD & BULFORD LTD.

Enbeeco House, Carlton Park
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584

Answerback: Enbeco G

Overseas Newspapers and Periodicals

JAPAN
JAPAN YELLOW PAGES
1979 edn. US$32.00 (Air $66.00) 2 editions p.a. Spring and Autumn.

North Sea Oil Directory at £9.75, per copy. British Suppliers to the Oil and Petrochemcial and Process Industries 1978, £15 (Air £18). Arab Oil and Gas Directory 1978, $120. Saudi Arabia Business Directory 1974-75, £4.95 ($12.50). Commercial Directory Kuwait, The Gulf States, Sultanate of Oman and Saudi Arabia 1978, $65 USA International Petroleum Encyclopedia 1978, $55. Year Book of European Rig and Supply Ship Owners 1977, NKR 50. European Petroleum Year Book 1977 DM 96. Who's Who in the Arab World 1978-79, $67 (Air $85). Guide du Petrole Gas et Chemie 1977, France and Overseas F355. F.T. Who's Who in World Oil and Gas 1978/79, £16. Oil and Gas International Year Book 1978/79, £16. F.T. N. Sea and European Offshore Year Book 1978, £19.50.

1st Vol. **Markets in Europe**, 9th Edition 1968. $10.00. 2nd Vol. **Markets Outside Europe**, 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

Finance and Factoring

ARE YOU FINANCING YOUR CUSTOMERS?

Then obtain details of our

Factoring and Invoice Discount Services

ARBUTHNOT FACTORS LTD.
Breeds Place, Hastings TN34 3DG
Contact: S. E. Finch
Tel. 0424 430824

Miscellaneous

ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers - to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

BADGES LABELS NAMEPLATES ENGRAVING

OF ALL DESCRIPTIONS IN MOST MATERIALS. ALSO INDUSTRIAL GIFTS. TRADE PROMOTION ARTICLES SUCH AS KEY RINGS, PAPER KNIVES, PERPETUAL CALENDARS AND OTHER PRACTICAL ITEMS. YOUR EMBLEM INCORPORATED. KEY FOBS. CUFF LINKS

I. MARKOVITS LTD
Cobbold Mews,
London, W.12
Tel: 01-743 1131

Freight Services

ITM LIMITED

Full loads in TIR Trailers to all European destinations
GERMANY - BELGIUM - HOLLAND - AUSTRIA - FRANCE

EQUIPMENT MAINTENANCE, REPAIRS, CONVERSIONS, MANAGEMENT & SUPPLY

RAMSEY ROAD, DOVERCOURT, HARWICH, ESSEX CO12 4TG
Tel. 025-55 6771/5 **Telex 987135**

Printing Forms, Labels

EXPORT INVOICE FORMS

Carriage of Dangerous Goods by Sea Labels

Send for comprehensive list, colour leaflet of labels and price list.

To: **The James Laver Printing Co. Ltd.**, Argyle Street, Liverpool L1 5BL. Telephone: 051-709 1465

RATES

Series Discount Rates

£3.50 Single column Centimetre
Minimum 2.5 centimetres

13 INSERTIONS 10%
26 ,, 15%
52 ,, 20%

Four out of five Trade and Industry readers are engaged in exporting and nine out of ten readers are executives.

Advertisers phone 01-242 9478

Registered as a newspaper Published by Her Majesty's Stationery Office, St. Crispins, Duke Street, Norwich NR3 1DN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 725636 6
ISSN 0006-5323